

NOTE THE SOAP INDUSTRY SECTION

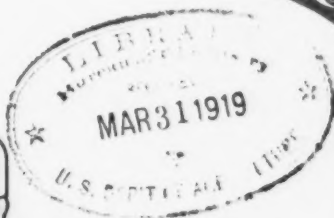
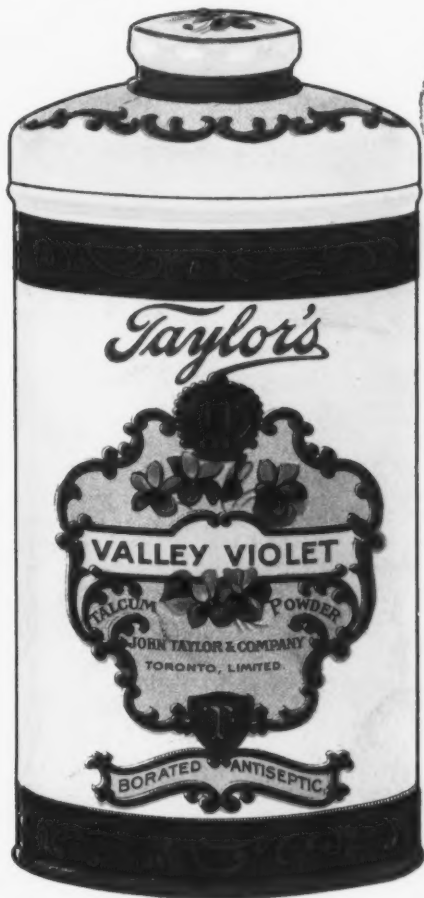
The American Perfumer

and Essential Oil Review
PERFUMER PUBLISHING CO.

MARCH 1919

80 MAIDEN LANE, NEW YORK

VOL. XIV
NO. 1



USED BY THE LARGEST CONSUMER
MUST BE A REASON FOR IT

BERTRAND'S CONCRETES AND ESSENTIAL OILS
PURITAN BRAND SYNTHETIC
EMERY CANDLE CO'S STEARIC ACID

SELLING AGENTS
ROCKHILL & VIETOR FOR
22 Cliff St., New York, 180 No. Market St., Chicago.

Cover Lithographed by THE ADDISON LITHOGRAPHING CO. ROCHESTER, N.Y.

(SEE PAGE 9)

AMERICAN CAN COMPANY
(STOPPER FACTORY)
NEW YORK

FRITZBRO - AROMES

FRITZBRO - AROMES



FRITZSCHE BROTHERS

ESSENTIAL OILS & CHEMICAL PREPARATIONS

82-84 BEEKMAN STREET

NEW YORK
P.O. BOX 965

FRITZBRO - AROMES

FRITZBRO - AROMES

PERFUMERY
SYNTHETICS

AND

AROMATIC CHEMICALS

STAPLES and NOVELTIES

CHUIT, NAEF & CO., Geneva, Switzerland

M. NAEF & CO., Successors

Ungerer & Co., Sole Agents, 124 W. 19th St., New York

514 Arch St., PHILADELPHIA

326 W. Madison St., CHICAGO

417 Market St., SAN FRANCISCO

The American Perfumer

and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

ONE DOLLAR A YEAR.
TEN CENTS A COPY.

NEW YORK, MARCH, 1919

Vol. XIV. No. 1

THE AMERICAN PERFUMER
and ESSENTIAL OIL REVIEW
PUBLISHED MONTHLY.
PERFUMER PUBLISHING COMPANY
80 Maiden Lane.

LOUIS SPENCER LEVY, President and Treasurer, 180 Maiden Lane
EDWARD W. DREW, Secretary New York

TERMS OF SUBSCRIPTION	
The United States and Possessions,	\$ 1.00 A Year
Canada and Mexico,	1.50 " "
Foreign,	2.00 " "

MANUFACTURING PERFUMERS' ASSOCIATION.—President, G. A. Pfeiffer, New York City; Secretary, Walter Mueller, 309 Broadway, New York.

FLAVORING EXTRACT MFRS. ASSN.—President, F. P. Beers, Earlville, N. Y.; Secretary, Gordon M. Day, Milwaukee, Wis.

PERFUME IMPORTERS' ASSOCIATION.—President, B. E. Levy; Secretary, W. G. Walker, 25 W. 32d street, New York.

NATIONAL MANUFACTURERS OF SODA WATER FLAVORS.—President, S. H. Mutch, 176 West York St., Philadelphia; Secretary and Attorney, Thos. E. Lannen, Chicago, Ill.

BARBERS' SUPPLY DEALERS' ASSOCIATION.—President, Bernard De Vry, 26 Main street, Evansville, Ind.; Secretary, Joseph Byrne, 25 West 42d street, New York.

PERFUMERY, SOAP AND EXTRACT ASSOCIATION OF CHICAGO.—President, Frank Z. Woods; Secretary, A. G. Spilker, Hearst Bldg., Chicago.

CONTENTS

Copyright, 1919, by Perfumer Publishing Company

EDITORIAL	Page
Plans for M. P. A. Convention.....	2
National Trade Convention.....	2
Huge Costs of War in Interest.....	3
Economic Changes Urged for France.....	3
Babson on the Business Outlook.....	4
New Revenue Taxes, etc.....	5
Cosmetic Preparations.....	7
Dutch East India Essential Oils.....	9
FLAVORING EXTRACT SECTION:	
Official Report F. E. M. A.....	11
Soda Water, Flavor Mfrs.....	11
Pure Food and Drug News.....	12
TRADE NOTES	
New Books and Publications.....	12
New Incorporations.....	18
In Memoriam.....	19
Patents and Trade Marks.....	20
Foreign Correspondance and Market Report.....	22
SOAP INDUSTRY SECTION:	
War Committee Meets.....	25
Producing More Fats and Oils.....	25
Making Caustic Soda in America.....	25
New Soap Powder Process.....	26
On the Analysis of Fats.....	27
Splitting of Fats with Sulfo-Aromatic Acids.....	29
Paraffin as a Possible Soap Material.....	30
Market Review on Soap Materials.....	32

OUR WASHINGTON REPORT.

On page 5 will be found the latest information from Washington about the enforcement of the new Revenue Law. Our correspondent gives not only the theories of the enforcing officers, but their conclusions, so far as the same have been reached.

As will be observed Chairman Kitchin, of the old Ways and Means Committee, signally failed to redeem his promise to put through a repeal of the so-called luxury taxes. The same dilatoriness which characterized his entire handling of revenue legislation was even more conspicuous when the repeal came up. His delay in introducing it in the closing hours of the last Congress made its passage impossible. Some persons who have followed his course in dealing with revenue legislation are so uncharitable as to say that it was both intentional and premeditated. However, we will have a new Congress soon and Kitchin will *not* be chairman of the Ways and Means Committee in the House. What we may expect from the new regime, of the opposite political party, is for the future to develop. Meanwhile our national legislative committees will do well to keep their engines running and be ready to push in the gears for high speed in the fight to repeal a tax that is unnecessary, unjust and obnoxious.

WET AND DRY LEGISLATION.

Taking advantage of the legislation which seemingly will make this country "bone dry" after June 30, legislators in many States have put forward bills that would, if enacted, greatly hamper the perfume, flavoring extract, toilet preparations and other industries, should they be enacted into law. It seems to be an insane craze with some members of legislatures.

Meanwhile, the great mass of the people are starting to find out their rights. Confessedly there never has been a general popular vote on either temperance or prohibition. *There is no question about the fact that probably 90 per cent. of the voters in this nation favor temperance, but the same 90 per cent. would vote against absolute prohibition.* The test never has been made except in comparatively small localities, where often the wets win one year, the dries the next election and so on. In Maine, a prohibition State, it is said there is more drunkenness per capita than in any other State.

In New York business men, bankers and other prominent citizens, none of whom is allied even indirectly with

the liquor trade, have started a countrywide movement under the title of National Association Opposed to Prohibitions. These men are not only going to fight the dry laws, but will fight other efforts against tobacco, chewing gum and similar objectives which the prohibitionists may next seek to abolish by sneaking through anti-liberty legislation.

PLANS FOR M. P. A. CONVENTION.

A special meeting of the Executive Board of the Manufacturing Perfumers' Association was held at the Biltmore Hotel on March 6, and at its close adjourned to March 13.

These meetings were attended by the following officers and board members: President G. A. Pfeiffer, Secretary and Treasurer Walter Mueller, Messrs. A. M. Spiehler, W. A. Bradley, P. E. Page, C. M. Baker, Edwin Sefton, Gilbert Colgate, and one of the Association's attorneys.

The twenty-fifth annual convention will be held in New York, at the Biltmore Hotel, April 22 and 23, and judging by the plans and efforts of Chairman E. H. Hoffmann (American Can Co.), chairman of the Entertainment Committee, ably seconded by his associate, Mr. O. L. Deming, there will be rather memorial provision for the edification of attendants at the business sessions and regalement when the sun goes down. (See the announcement on advertising pages 38 and 38a.)

These annual conventions are serious assemblages, though they have their lighter side, and in this agreeable manner the mentors of the industry are able to confer among themselves and with their unofficial confreres, to render an account of their stewardship and to plan for next year.

Whether member or not, come to this Silver Anniversary and bring as much helpfulness as you will take away.

THE CREST OF THE WAVE

With the end of the war the mind of man turned toward the arts of peace no less in this industry than in every other. Now that the actual signing of peace is in view, manufacturers are sensing the attitude of the buying public and have in general reached the conclusion that normal prosperity is ready to continue its onward course.

The late J. Pierpont Morgan was fond of saying that everyone who was not a "bull" on the United States was bound to be wrong, and although minor or major slumps occur from time to time the general trend is, of course, onward and upward. As we have said, the progressive manufacturers in this industry are no less alive to the situation than their compatriots in other lines of business, and as an earnest of this we need hardly call attention to the record amount of advertising in this issue. We mention this not to boast of our own work, for we are almost too deeply absorbed in serving the allied industries we cover to stop long enough even to do more than to get our bearings.

There is a growing trend toward advertising of the kind that involves artistic display, as the attractive inserts in this issue will indicate. These advertising inserts, instead of overshadowing the ordinary advertisements, really enhance the value of the latter, by reason of the fact that the interest of the reader is stimulated, and even more attention than usual is paid to the advertising as a whole. We welcome the demands of the trade, from readers and advertisers alike, and will always be glad to put forth our best efforts to help to solve the ever-pressing problems, with an eye to the results to be achieved, for to those who serve will a fair measure of reward be forthcoming.

FIGHTING LIBERTY LOAN SHARKS.

Steps have been taken by the Federal Trade Commission to protect holders of Liberty Bonds and War Savings Stamps from misrepresentations and Blue Sky practices in the interstate sale of stocks and securities. Acting in accordance with its promise that it would give immediate consideration to complaints the Commission has taken up concrete cases alleging fraudulent operations by stock promoters seeking to induce Liberty Bond holders to part with their government bonds in exchange for securities falsely held forth as of superior "gilt edge" value.

The Commission has begun to call for reports from concerns against whom there appears reasonable evidence of questionable practice. The Treasury Department, Capital Issues Committee and private business and commercial organizations throughout the country are assembling evidence of widespread fraud in the advertisement and sale of oil and other stocks and added data is being turned over to the Commission for examination.

Huston Thompson, newly appointed commissioner in general charge of the subject, has begun an active investigation of certain companies charged with unfair practices in the flotation of securities.

ADVERTISING CURES TRADE ILLS

Paid advertising is the cure for any ills, real or imaginary, prevailing in the business world during the reconstruction period, according to Roger W. Babson, Director of Education Service, Labor Department. He has issued a statement, saying:

"Psychologically, we have not yet been able to recover from the shock of war inflicted upon us. We abstained then from making purchases that we would otherwise have made, for at that time it was the patriotic thing to do. Now, however, it is patriotic to start business just as rapidly as we can.

"The time to buy the things we need is here and now, but people will not respond to a single appeal. A general campaign of paid advertising is necessary to get business going again. Dealers in all sorts of commodities should advertise them. Only in this way can the demand be created.

"My advice to the merchant is this: For your own interest and for the good of the country, increase the advertising appropriation you have made for this year. If it is \$20,000, make it \$25,000; make it more if you can.

"Only by advertising can buying power be stimulated, but advertising does stimulate buying power and brings a very direct return to the man who advertises."

NATIONAL TRADE CONVENTION.

The chairman of the National Foreign Trade Council, James A. Farrell, has issued the formal call for the Sixth National Foreign Trade Convention, to be held in the Congress Hotel, Chicago, April 24, 25 and 26. The Department of Commerce will send a number of its experts from the Bureau of Foreign and Domestic Commerce. The Shipping Board will be represented. The Pan-American Union will be present to give information on Latin-American relations. These men are thoroughly familiar with their respective fields and can supply a great fund of valuable information if called upon.

HUGE COSTS OF WAR IN INTEREST

After the Victory Loan, to be issued in April, the yearly bond interest obligations of the United States will be \$1,100,000,000, according to calculations which have been made by the Mechanics and Metals National Bank of New York. *The bond interest to be paid by the United States will be fifty times greater than the nation's interest obligations of two years ago, and will exceed by \$100,000,000 the combined interest payments of all European powers in 1913, the year before the war.*

Added to the interest on war bonds, the Government's normal running expenses will require direct and indirect tax payments from the American people of more than two billion dollars in the next fiscal year, but large as this amount is, *it is below what any of the large European nations will require in taxes.* Payments will be required of the people of Great Britain next year amounting to \$3,400,000,000, while entirely apart from their indemnity payments at least an equal amount will be required of the German people. The people of France will have to contribute taxes of more than three billion dollars for the nation's support.

"If we make no allowance for indemnities to be received," the bank states, "France apparently will require upward of 40 per cent of her people's peace-time income, as that income was formerly figured, to meet the interest obligations and upkeep expenses of the nation in 1920. Russia apparently will require more than 45 per cent of her people's income, as that income was figured prior to the war. Before meeting any indemnity obligations, Austria-Hungary will require 48 per cent and Germany 31 per cent."

CLAIMS FOR AMERICAN LOSSES

The following communication regarding losses inflicted upon American citizens by the enemy during the war has been received by the New York Merchants' Association from the Department of State:

"If you are an American citizen and if you believe that you have legal grounds for a claim against a foreign government and desire to file a diplomatic claim with the Department for actual losses which you may have sustained by reason of acts of that government or its agents, such a claim should be prepared in accordance with regulations which are in course of preparation by the Department and which will be sent to you when they are ready for distribution. These regulations will contain full instructions in connection with the preparation of a formal diplomatic claim.

"It should be stated in this relation that the Department cannot at this time undertake to advise you as to the legal basis of your claim or as to any means that may be adopted with a view to settlement of claims of this character."

AMERICAN CHEMICAL SOCIETY.

The spring meeting of the American Chemical Society will be held with the Western New York Section in Buffalo, April 7 to 11. There is every prospect that the meeting will be one of the largest ever held by the society, as unusual interest has developed in problems of recon-

WHY NOT BE AN OPTIMIST?

The pessimist is always with us. These unfortunate individuals are saying it is going to be difficult, if not impossible, for the government to float the Fifth Liberty Loan—the Victory Loan. It may be natural for them to think so, but it is absurd, none the less. "No beer, no work" will fail to work.

About thirty million good Americans now own Liberty bonds. They bought them because they knew the money invested was safe; they knew the investment would yield a good interest rate; they knew the government needed their money as a vital factor in the making of a war for freedom; and they knew they couldn't live the rest of their lives without shame if they didn't help their country.

The only change in the situation is that the fighting has stopped and the task is now to win the victory of peace with prosperity rather than a military victory over the Teuton forces. Do the pessimists think the Americans are blind and cannot see this, or fools, unable to understand it? If so, the pessimists are going to be enlightened. The short-term notes of the Victory Loan will be purchased just as were the bonds of the four preceding loans, and for the same good reasons. It would be an insult to every decent American to think otherwise. The pessimists will be proved to be wrong again. The great bulk of the American citizenship is composed of fighters and optimists. We have won and will keep on winning both in war and in business.

struction, in the future utilization of war-time products, in heretofore secret information on chemistry warfare that can now be released, in the development of a comprehensive compendia of the literature of chemistry, and in many other problems which the meeting will consider. Excursions to industrial plants of importance are planned, including J. P. Devine & Co., Larkin Co., and Spencer Kellogg Co.

ECONOMIC CHANGES URGED FOR FRANCE

The commission appointed to inquire into the economic organization of France has submitted its report to the Government. The most important points are:

"Credit: French capital must be prevented from leaving the country. It should be used for the development of French industry and agriculture.

"Export Trade: A department for establishing a long-dated credit for export trade and for acquiring information essential for exporters should be established. Consuls should be experts in economic questions.

"Transport: Railway rolling stock must be increased, and modern loading machinery purchased. A revision of freight rates is necessary. Inland waterways must be improved and connected more satisfactorily with the railways. The maritime transport service must be developed.

"Customs: The tariffs must be revised.

"Peace Terms: The mining district of the Sarre Valley must be included in Alsace-Lorraine; the navigation of the Rhine must be free; the port of Strasburg developed. Various raw materials must form part of the indemnity to be paid by Germany.

"Foreign Propaganda: It is essential to carry on an active propaganda in foreign countries in order to make France and her products better known."

An Alsatian, M. Weiller, writing in *L'Information*, advocates very strongly the adoption of certain German methods and ideas in the reconstruction of French trade.

BABSON ON THE BUSINESS OUTLOOK

Roger W. Babson, the noted statistician and expert, in his current outlook, gives the following survey of war and business conditions, based upon thorough investigation and careful observation of the field:

Progress Slow in Readjustment.—Reports from England indicate that the swing-over from war to peace conditions is not occurring so quickly as some people thought would be the case. The big armament firm of Vickers has started manufacturing sewing machines, but this is practically the only conspicuous instance where a rapid change has been accomplished. Most concerns anticipate that it will take at least six months longer to adapt themselves from war to peace conditions. In view of the detailed plans for rehabilitation which English industry has provided, this is significant of the great task involved in shifting back to peace business. Until business has had time to return to a peace footing, and the peace terms are defined, no one can judge what the trade conditions will be. At present they are very unsettled and the labor disturbances are viewed with genuine alarm.

Three Important Tendencies.—Even now, however, certain trends of vast importance are discernible. 1. *Extension of government control and ownership.* 2. *Consolidation of business concerns, especially those connected with foreign trade.* 3. *Cooling of sentiment in regard to enemy goods and trade.* The tendency first named is of keen interest to all. Government regulation which was inaugurated for the purpose of war is going to be tried in times of peace. The attitude of the British government on the question of state control is indicated by the introduction of the Imports and Exports Bill, providing for the continuation of foreign trade restrictions for three years after the signing of peace. The French government has just voted \$5,000,000 to carry on the public restaurants which were established during the war. Other similar measures point in the same direction.

Labor is naturally very much in favor of a greater degree of government control. Nationalization of railways, mines and the production of electrical power, together with continuance of all government control introduced by the war, are included in the program mapped out by the British Labor Party. In France and Germany there is strong agitation for extension of the list of government monopolies to cover sugar, petroleum, coal, liquors, tobacco and other important industries. All of these things show the trend of the times and are sure to exert a potent influence on sentiment in the United States.

Business Is Combining.—Amalgamation of business concerns was found economical for war purposes. Hence it is only natural that the movement should now continue. The days of "trust-busting" apparently are over and the tendency is toward co-operation and concentration in nearly every line of industry. Internationally, the same tendency is in evidence. The movement in favor of economic alliances between the Allies is an extension of the same tendency. For the most part, however, the trade is coming to realize some of the unsound principles adopted by the Paris Conference and is taking a broader view toward the future relations with enemy countries. Even in France there are many who realize the practical difficulties of a boycott against German imports and the harm to French interests that might result from tariff discrimination against that country.

Big Issues Will Be Settled in the Next Six Months.—

OUR ADVERTISERS

VAN DYK & CO.,
Manufacturing Chemists
4-6 Platt Street
New York

THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW,
80 Maiden Lane, New York.

Gentlemen:

We wish to thank you for the many courtesies that you have extended to us. We feel greatly indebted to you for the cooperation and service that you have given us.

It really is gratifying to feel that your paper to us is something more than a mere advertising medium. The personal element associated with your magazine is something which we find missing in other periodicals.

We can honestly say that the *American Perfumer* has furnished us an invaluable source of information, technical and otherwise. We look forward to its arrival each month, and the several copies which we receive are distributed to the various men in our organization, who are unanimous in their appreciation of its merits and its contents. They and we feel that it is a necessary part of our business.

We hope that your magazine will improve in the same degree in the next few years as it has in the past.

We sincerely wish you all the success that your magazine and your efforts deserve.

Respectfully yours,

VAN DYK & COMPANY,
Per J. Siegel.

The fate of the League of Nations will soon be known, and vast issues hinge upon this factor. It is no wonder that business in Europe should be almost at a standstill until this is determined. If an effective League is formed, most authorities anticipate no danger regarding the solvency of the European Allies. If, on the other hand, France and certain others of the European countries are forced to stand on their own resources, the question of debt repudiation will suddenly arise. Such an event could not fail to shake the foundation of business that a general depression would be inevitable. There are two factors which should be watched with especial care, during the coming weeks. 1. The attitude and action of the laboring classes. 2. The action of the European countries in regard to their internal war debts. Unfortunate developments in either of these two phases would immediately result in upsetting business throughout the world. Just at this time foreign developments are really more important than any others. It is largely because of this situation that we are urging business men and investors to be prepared, and to take constructive measures to offset trouble.

These Industries are Indebted to Your Publication

Each month we look forward to receiving your publication with a great deal of pleasure, as we always find it full of very interesting and helpful information; in fact, we feel that the entire perfume and cosmetic manufacturing industries are considerably indebted to your publication, and the Perfumers' Association for a considerable percentage of their success.

We are confident that none of your subscribers can afford to neglect renewing their subscription at the advanced price and especially not those that have taken your magazine long enough to know its full value.

PURITAN PHAR. CO.

St. Louis, March 17, 1919.

ENFORCING NEW TAX AND OTHER WASHINGTON NEWS

WASHINGTON, March 17.—Tentative plans outlined last month by Mr. Andrews of the Internal Revenue Bureau to the correspondent of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW as to the interpretation of the provisions of the new revenue law relative to the taxes on perfumes, cosmetics, toilet preparations, proprietary articles and patent medicines have been confirmed recently by John E. Walker, who has been appointed Deputy Internal Revenue Commissioner.

Mr. Walker was for six or eight years clerk of the House Committee on Ways and Means in which capacity he did mighty good work in connection with the framing of the tariff, tax, bond, and revenue bills that have been turned out by the democratic congresses during the last eight years. Incidentally it may be recalled that Commissioner of Internal Revenue Roper graduated from the clerkship of the Ways and Means Committee.

Mr. Walker has been placed in charge of the enforcement of the excise and so-called luxury tax schedules of the new law, instead of Deputy Commissioner B. C. Keith having them in charge, as was thought last month would be the case. Mr. Keith continues as deputy commissioner, but has supervision over the enforcement of the narcotics law and police regulations.

The so-called luxury taxes, by the way, were not repealed by the late Congress, although Chairman Kitchin of the Ways and Means Committee introduced a joint resolution for their repeal within a day or two after President Wilson had signed the revenue act while aboard his special train coming down from Boston to Washington. The repeal of the luxury taxes was in accordance with Mr. Kitchin's program, as announced just before the revenue bill became a law. The repealer, however, fell by the wayside in the midst of the filibuster in the Senate which marked the closing days of the Sixty-fifth Congress.

"We will collect the tax on perfumery, cosmetics, patent medicines and similar articles by the stamp method," said Mr. Walker late last week. "The design of the stamps has been agreed upon and the stamps have been ordered.

"Dealers will be required to affix stamps to the taxable products of the classes indicated and will collect the amount of the tax from the purchaser or consumer, the dealer reporting monthly to the Internal Revenue Bureau."

Mr. Walker said that new regulations or decisions of the Bureau on the subject are in course of preparation and will be issued in due time. Mr. Walker has the capable assistance of M. F. West, an old internal revenue man, though young in years, who has the title of Assistant Deputy. For the present details connected with the collection of certain taxes under the Walker-West branch of the bureau have been placed in charge of a Sales Tax Division at the head of which is Dr. Gilmer Brenizer, another old internal revenue man. As the work develops it is understood that it will be subdivided, one or more other divisions being created to handle the collection of revenue under different items in the excise, luxury and sales tax schedules of the law.

The whole Internal Revenue Bureau is being reorganized, the other deputy commissioners besides Walker and Keith being James Hagerman of St. Louis, in charge of

capital stock, estate and child labor taxes; Joseph H. Callan, in charge of income taxes; and C. B. Hurrey in charge of administration and business co-operation. An advisory tax board has been created with Dr. T. S. Adams, L. E. Speer, Stuart W. Cramer, J. E. Sterrett and Fred T. Field as permanent members, and a sixth member to be named who is familiar with any particular industry whose problems with reference to the income, corporation and excess profits taxes are under consideration at a particular time.

The revenue service is busy with the new law and new regulation decisions, rulings and interpretations. One of these latter issued March 13 relates to the President's proclamation of March 4 restoring to distillers the right to use sound cereals and other materials in the manufacture of distilled spirits.

Another treasury decision (No. 2801) with reference to distilled spirits, wines, liquors, cordials, etc., prescribes regulations concerning floor taxes on such articles under the new law. Besides announcing the rates for floor taxes, this decision touches upon such related phases as inventories, spirits in storage, spirits and wines in transit, parties liable to tax on goods in transit, returns, enforcing collection, penalties, and other points.

A third decision (No. 2798) prescribes the forms of bonds for extending to seven months after the enactment of the new law, payment of floor taxes imposed by the act on distilled spirits, etc. There are three forms of such bonds, to be used respectively if Liberty bonds are deposited, or for personal sureties with collateral, or for corporate surety of personal sureties without collateral.

Regulations have also been issued concerning the removal of tax paid alcohol in tanks or tank cars from registered distilleries to the premises of rectifiers of spirits.

NEW REGULATIONS AS TO SPIRITS TO BE ISSUED SOON.

It is rumored that the Distilled Spirits Division of the Internal Revenue Bureau will issue this Spring or early next Summer some rulings of interest to the spirits, perfume, extract and other trades with reference to the prohibition law. The nature of these is not yet disclosed.

The Division of Chemistry of the Internal Revenue Bureau also is wrestling with problems arising under the prohibition regime that have important bearing upon the perfumery, extract, proprietary preparation, patent medicine and drug trades. These problems involve the question of the use of non-beverage spirits in the production of preparations that might be used for beverage purposes. It is understood that officials of the Chemistry Division, Internal Revenue Bureau, do not sympathize with the attitude of the Department of Agriculture as was exemplified some time ago in its ruling relative to the potability of Jamaica ginger.

Under prohibition legislation the Chemistry Division of the Internal Revenue Bureau has been charged, by regulation, with the duty of passing upon certain applications for permit to use spirits in the production of extracts, flavors, perfumes, proprietary articles and patent medicines. The general idea is to prevent the use of such articles for beverage purposes. This is "some job" already since the enactment of the food control, food stimulation, bone dry, and other prohibition laws and it is ex-

pected to become a gigantic task under the war time prohibition law and the constitutional amendment for nationwide prohibition, especially if legislation to enforce the latter places responsibility for such enforcement upon the shoulders of the Commissioner of Internal Revenue.

The aim of the Chemistry Division, Internal Revenue Bureau, as understood, is to be reasonable and fair in the exercise of its police functions in preventing the manufacture and sale of preparations that may be used to defeat the purposes of prohibition legislation, but the division is between the devil and the deep sea, so to speak, with the Anti-Saloon League on one hand ready to criticize officers for not being strict enough and with the danger, on the other hand, of interfering with legitimate business of bona fide non-beverage alcohol preparation manufacturers in the line of perfumes, cosmetics, flavoring extracts, etc.

It is the idea of Dr. Adams, head of the Chemistry Division, to hold a series of conferences respectively with perfumers, extract manufacturers, candy, flavor, soft drink, toilet and proprietary article and patent medicine people, with the idea of obtaining their views, laying the situation before them, and obtaining their co-operation if possible. It is believed that legitimate concerns will be glad to co-operate.

When national prohibition becomes a fact it is thought that certain preparations of the trades above indicated may be utilized for beverage purposes and while it will be impossible to entirely prevent the use of every kind of such preparation by degenerate alcoholics in their search for something with the old time "kick" in it, it will be up to the government to prevent the general use of such products for that purpose. Hence it is suggested that it may be necessary to deny official permit for the manufacture of some preparations now on the market. Certain preparations having very high alcoholic content may have to walk the plank.

The Internal Revenue Bureau's attention has been called recently to preparations of certain barbers' supply concerns in Washington State. Some of these preparations are said to contain much alcohol, little perfume, and other ingredients that do not interfere with the use of the combination for beverage purposes. Some of the formulas submitted to the Bureau with applications for permit to obtain non-beverage spirits are said to be absurd on their face. For instance, one formula is said to call for cream of tartar which is not held in solution by the alcohol in the formula.

The war revenue bill, among other things, made the District of Columbia bone dry.

While a bill was introduced by Representative Gallivan of Boston during the closing days of the congressional session to repeal the war time prohibition law, on the other hand the House Committee on Judiciary reported a bill to enforce the war time prohibition law which bill bars as intoxicants any beverage containing more than one-half of one per cent of alcohol. At the same time a Senate Judiciary subcommittee was drafting a bill to define alcoholic drinks under war time prohibition. Senator Sheppard of Texas, chairman of the subcommittee, favored calling a beverage containing any alcohol whatever, "alcoholic."

The Ways and Means Committee reported and the House considered a bill of Representative Henry T. Rainey of Illinois to permit entry of distilled spirits shipped to this country before September 9, 1917, and wines and other nonspirituous alcoholic beverages so shipped before January 1, 1919, but it failed of enactment into law. Officials estimate that the stock of liquor in bonded warehouses when national prohibition becomes effective July 1 will be from 50 to 75 million gallons.

The repeal of the daylight saving law failed with the agricultural appropriation bill to which it was attached as a rider by the Senate committee on agriculture.

Another bill that failed—not having been introduced until March 1—was offered by Representative Sims of Tennessee, retiring chairman of the Interstate and Foreign Commerce Committee, to authorize the Department of Commerce to examine and test manufactured articles or products for the owner or manufacturer thereof, to is-

sue a certificate as to the nature and quality of such articles or products, and to prevent the illegal use of such certificate. The idea behind the bill is understood to be to have the Bureau of Standards do such testing and to provide manufacturers with a certificate that can be attached to their goods and be in effect a government guarantee.

NEW INDUSTRIAL BOARD IS CREATED.

The Industrial Board has been created under the Department of Commerce to confer with business, labor and other interests with a view to obtaining by co-operative methods price reduction and price stabilization in the form of agreed upon prices to be paid by the government for its supplies, and otherwise to assist in restoration of industrial activity, increased production and stimulated consumption that have been held up pending readjustment of industrial conditions. The members of the Industrial Board are as follows:

George N. Peek, chairman, Moline, Ill., formerly vice-president Deere & Co.; Samuel P. Bush, Columbus, Ohio, president, Buckeye Steel Castings Co.; Anthony Caminetti, Washington, D. C., commissioner general of immigration, Department of Labor; Thomas K. Glenn, Atlanta, Ga., president, Atlantic Steel Co.; George R. James, Memphis, Tenn., president, William R. Moore Dry Goods Co.; T. C. Powell, Cincinnati, Ohio, director, capital expenditures, Railroad Administration; William M. Ritter, West Virginia, president, W. M. Ritter Lumber Co.

Among the total April requirements for domestic consumption by the Army, that have been called for by the Subsistence Division of the Quartermaster's Department, are 4,140 bottles of toilet water, 34,500 two ounce bottles of vanilla extract, 17,400 two ounce bottles of lemon extract, 100 bottles ammonia, 3,560 bottles listerine, 23,680 cakes shaving soap, and other articles in proportion.

The War Department has authorized the following statement from the office of Director of Purchase and Storage: "Careful work by the Inspection Branch of the Subsistence Division is saving the Army considerable sums in making sure that the Army does not buy too much water in foodstuffs sold by the pound. The money involved in a large soap contract has just been reduced 7.7 per cent on account of excess moisture."

GOLD COAST OIL OF CINNAMON.

According to a recent issue of the Bulletin of the Imperial Institute, cinnamon bark grown at Tanquah on the Gold Coast yields a very fragrant essential oil. The bark consisted of quills of the usual roll form about 12 in. in length and 1 in. in diameter. The odor, however, was not so delicate as that of the ordinary Ceylon-grown bark. An experimental distillation yielded 1.18 per cent. of a heavy oil, which separated from the distillation liquors, and 0.3 per cent. of a light oil, which was soluble in the distillation waters and was extracted therefrom by means of ether. As the average yield of oil from the Ceylon-grown bark is from 0.5 to 1 per cent., the above yield must be regarded as exceedingly good. The oil showed the following figures, as compared with those of normal English distilled oil as given by E. J. Parry (Chemistry of Essential Oils):—

	Gold Coast Oil.	English Distilled Oil.
Specific gravity	1.042	0.995—1.040
Refractive index	1.6030	1.5070—1.5850
Aldehydes, p. c.	86	58—70

This oil contains far more aldehydes than the British Pharmacopoeia, which fixes the limits as 55 to 65 per cent. Of course, the monograph on cinnamon oil of the British Pharmacopoeia is very unsatisfactory, and it is to be hoped that in the next edition this and several other monographs will be framed from a less parochial point of view.

Buying End Is Important.

To be a good buyer is more difficult than to be a good seller. Teach your clerks salesmanship, but yourself study constantly the buying end.—*Western Druggist.*

COSMETIC PREPARATIONS

By Dr. F. A. MARSEK

(Continued from page 388, February, 1919.)

Spermaceti:

Spermaceti, Cataceum, is found in the skull cavities of several varieties of whales, especially in the sperm-whale, *physter macrocephalus* Linné. This product, in the living animal, is dissolved in the so-called sperm oil, enclosed in the cephalic cavity of the whale and separates after death in the form of a solid mass. The sperm oil, known also under the name Spermaceti oil, is filtered or pressed off and the solid fat is remelted with boiling water or sometimes heated with potash and then melted down.

Spermaceti is a white, brittle, solid mass, having a foliated and crystalline structure. It is nearly inodorous and tasteless in a pure state, having a nacreous gloss and is transparent. Contrary to the opinion expressed in numerous works on the subject, the substance does not leave any grease spot on paper. To prove this it is only necessary to dissolve some of the spermaceti in hot alcohol and to introduce a strip of paper, while by merely melting the product and dipping a piece of paper in the liquid, it will be covered with a thin layer of spermaceti and thus may appear greasy.

Spermaceti is insoluble in cold alcohol of 90 per cent. and only very slightly soluble in 98 per cent. alcohol, which dissolves only about 0.03 parts. In hot alcohol spermaceti is soluble in a proportion of 1 part in about 6.8 parts of the spirit but crystallizes out on cooling. It is demulcent and emolient.

The specific gravity of spermaceti is from 0.943 to 0.960 at 15° C., at 60° C. it is 0.836 (H_2O at 15.5° C = 1) and at 98° C. 0.8086. Its melting point is between 42° C. and 49° C., while the congealing point is from 43.5 to 48° C. The acid value of spermaceti is dependent upon the age and may vary from 0 to 5.16 while the saponification value, according to different authorities, is from 125.8 to 134.5, and in one instance has been found even as low as 108.1.

The principal constituent of spermaceti is CETIN, $C_{15}H_{31}COO$, $C_{15}H_{31}$ or $C_{15}H_{31}O_2$ ($C_{15}H_{31}$), also called cetyl palmitate (palmitic acid-cethylester) of a melting point of 48.9 to 55° C. This substance may be separated by means of repeated recrystallisation of the spermaceti from ether and appears in white crystals, which are soluble in hot, but insoluble in cold alcohol. Besides cetin there are present in spermaceti small quantities of similar esters and of glycerols of lauric acid, myristic acid and stearic acid from which the cetin may be separated through recrystallisation with alcohol. The thus purified cetin does not produce any acrolein odor on heating, while ordinary spermaceti does.

Spermaceti is easily saponifiable with alcoholic potash lye. If water is added to the solution, cethyl alcohol is separated.

It would be a difficult matter to adulterate spermaceti as the addition of almost any substance will change the physical properties of it to such an extent that the adulteration would be detectable in most cases on sight. The transparency as well as the crystalline structure is a peculiarity of spermaceti which is not shared by any other substance and therefore these properties especially would

be changed through the addition of an adulterant in such a quantity to make it pay.

However, adulterated grades of spermaceti have been found in some cases. To determine these adulterations, the methods given in a previous article for the determination of the purity of beeswax may be applied in cases where stearic acid, paraffine or tallow are suspected to be present in the spermaceti. The fact that spermaceti contains no or only very small quantities of free fatty acids has to be taken into consideration in making these tests.

For a quick examination of spermaceti to determine the contents of stearic acid, the sample may be melted in an evaporating dish, triturated for a few seconds with a small quantity of ammonia and allowed to cool. The solid fat is then removed and to the remaining liquid a little hydrochloric acid is added. If any stearic acid has been present it will separate out. With this method an adulteration with stearic acid as low as 1 per cent is detectable.

Koller gives two simple and effective methods of testing spermaceti for adulterations. According to the first, the stearic acid may be extracted by means of boiling with a diluted solution of sodium carbonate. The spermaceti will melt and float on the surface.

The second test requires the sample to be dissolved in 30 parts of benzol and to allow the solution to stand for three days. If the spermaceti was pure the liquid will stay clear while an adulteration with paraffine will cause small crystals to be deposited and if the liquid appears turbid or milky, stearic acid is present. The use of spermaceti in cold cream and in most emolient ointments and salves is especially advantageous on account of its property to impart to such preparation a firm consistency without causing it to have the peculiar hard touch which, for instance, paraffine imparts. For this reason principally it is well worth the increased cost of cold creams in which this product is used instead of only paraffin.

Paraffin:

As already indicated in a previous part of this article, paraffin is very frequently substituted in cold creams in part or entirely for the more expensive spermaceti. In the same place there was stated that a cream made from paraffin only or at least principally from paraffin does not compare favorably with a cream made from spermaceti, this being due, as we shall easily see to the chemical composition or properties respectively, principally to the fact that paraffin does not assist in the reaction which we call saponification.

Paraffin is principally a mixture of the higher hydrocarbons of the methane series (march gas series) of the general formula C^*H_{2n+2} . Commercially we distinguish a large variety of paraffins, according to their origin, upon which on the other hand their melting points are mainly dependent, the figures representing these melting points serving as the commercial expressions for the different grades of paraffins.

In order to give a clear understanding of the chemical composition of this interesting substance it will be necessary to describe briefly the different sources and processes

employed in the production of this solid hydrocarbon.

The sources from which paraffin may be obtained are coal, bituminous shale, etc., peatwood, tar and finally petroleum.

The production of paraffin from coal is divided into two distinct parts of procedure; firstly, the distillation of the so-called crude oil or tar from the coal; and, secondly, the further dividing of this tar into the commercial products by means of distillation.

Different varieties of coal may be used. In the main coal, bituminous shists, or shales of the lower carboniferous formation, are employed. The best coal for this purpose is the so-called Boghead coal.

The processes employed for the distillation, although not everywhere the same, are very similar in principal and all are based upon the James Joung process.

It is not necessary to give a detailed description of the process and apparatus employed for the distillation of the coal tar in this place. It may suffice to say that the most necessary condition to be observed during the process of distillation is a low temperature, considerably lower than the temperature employed in the production of illuminating gas. The coal to be distilled is placed in horizontal retorts of about 10 to 12 feet in height which are passing through a furnace. As the coal descends to the part of the retorts which passes through the furnace it is gradually heated and when it reaches the end of the retorts it has given off its volatile constituents and is then thrown away. The upper opening of the retorts is continually fed with a new supply of coal as the refuse is removed from the lower end, and thus the distillation is continually in progress. The vapors of the volatile constituents are conducted through iron tubes into the condenser. In some furnaces the conducting of the vapors into the condenser is added by means of suction pumps.

The products resulting from this distillation are tar, gas, water and cokes.

The composition of the tar is somewhat varying according to the material used for the distillation. It contains in general besides liquid and solid hydrocarbons undecomposed bitumen which during the following distillation are transformed into hydrocarbon, small quantities of aromatic, acid or basic (nitrogen containing) bodies, as well as oxygen containing products (alcohols and esters), aldehydes and organic sulphur compounds.

The specific gravity of the tar again varies according to the coal used and is between 0.820 and 0.950 and its congealing point is between 15 and 30° C. It has a yellowish to black color and a consistency at a normal temperature somewhat similar to that of butter. The boiling points of the constituents of the tar are between 80 and 400° C. The main quantity distills at a temperature of between 250 to 350° C. The tar contains paraffins from $C_{17}H_{36}$ to $C_{27}H_{56}$, liquid and solid members of the aethylen and acetyl series, aromatic hydrocarbons as benzol C_6H_6 , to mesitylen C_6H_{12} , naphthaline $C_{10}H_8$, chrysene $C_{18}H_{12}$, picene $C_{22}H_{14}$; furthermore oxygen containing products as phenol C_6H_5O and homologue, guaiacol $C_7H_8O_2$, creosol $C_8H_{10}O_2$, aldehyde and keton; of nitrogen containing substances, ammonia and amine, piridine C_5H_5N and homologue, chinoline C_8H_7N , finally sulphur containing compounds as hydrogen sulphide, carbon disulphide, thiophene C_4H_4S , mercaptane and other sulphuretted hydrocarbons.

The treatment of the tar consists of the distillation, the

purification of the distillates by means of chemicals and the production of the paraffin. The distillation is usually accomplished in cast-iron retorts. In some cases, but not generally, a suction pump is employed to produce a vacuum in the retort.

By means of this distillation the tar is separated into about 30% of light oils, about 64% paraffin mass and about 6% residue of which approximately one-third is coke.

The light crude oil is of dark brown color of a specific gravity of about 0.850 to 0.860, boils between 100 and 350° C. and has a pronounced odor of hydrogen sulphide. The paraffin mass has a specific gravity of 0.860 to 0.870 and contains from 15 to 20% of hard paraffin. It receives chemical treatment, sometimes is redistilled and then exposed to cold for crystallization.

The light crude oil is distilled in somewhat similar retorts than the tar, usually with addition of caustic soda. The resulting fractions are light tar oil, light rude photogene, light paraffin oil, solar paraffin mass and Cokes.

The light tar oil or crude benzine having a specific gravity of 0.790 to 0.820 is again subjected to chemical treatment and then divided by means of steam distillation into usually three fractions which are mostly used for the purification of the paraffin. The light crude photogene has a specific weight of from 0.835 to 0.840 and is distilled in a way similar to the light crude oil method. The light paraffin oils which are nearly free of hard paraffin and have a specific weight of 0.865 to 0.880 are of a yellow to reddish color and are put directly on the market or are subjected, after treatment with chemicals, to further distillation. The solar paraffin mass is subjected to cold for the purpose of crystallization.

The distillation of the light crude photogene produces light tar oil (benzine), solar oil, of which the photogene contains from 50 to 60% and light paraffin oil.

The paraffin itself, as already indicated is produced through exposure of the paraffin masses to cold, when it crystallizes out. The hard paraffin masses resulting from the tar distillation directly, as well as the soft paraffin masses which result from the later distillations, should be allowed to solidify slowly in order to cause a good crystallization. The resulting crystals are separated through pressure from the liquid remaining portions of oil, remelted with direct steam and mixed with 10 to 20% of benzine (light tar oil described above) and finally poured upon water. The paraffin thus is congealing to a uniform mass in form of a cake which is then cut up and separated from the liquid parts through pressing. The thus purified paraffin is then cleared from the adhering benzine by means of steam and bleached usually with charcoal.

It may be said that for the purification of the coal tar as well as of the products resulting from its distillation sulphuric acid and soda lye are usually employed.

(To be continued.)

Finds Value in Advertising Pages.

(Virginia Beauty Cosmetic Co., Toilet Preparations, Roanoke, Va.)

We are enclosing check of \$1.10 for renewal of subscription. We look forward each month for your interesting journal. It has given us many valuable points, especially in the advertising pages.

DUTCH EAST INDIA ESSENTIAL OILS

The Netherlands East Indies has for many years past paid considerable attention to the cultivation and distillation of certain essential oils, among them being cajuput, citronella, cananga, patchouli, and lemongrass, interesting particulars about which are given in the *Handelsberichten*, a journal which is publishing a series of articles on industrial undertakings in the Dutch East and West Indies. This is being done under the direction of the Dutch Colonial Office, who evidently wish to stimulate interest and capital in their Colonies. In fact, says the *Chemist and Druggist*, we should not be surprised if Germany after the war is not looking forward to the Dutch East Indies to supply her with many raw materials formerly sent from India and China.

Dealing first with cajuput oil, distilled from the leaves of *Melaleuca Leucadendron*, which is found in very large quantities in the Moluccas, it appears there are about 500 distilleries, mostly belonging to Chinese merchants, operating on the island of Boeroe. These distilleries are small wooden buildings, and the apparatus used is quite primitive. The distilling is done by groups of from two to six men, who pay a rent of from 10 to 15 florins per month for the still and are obliged to sell the oil to the owner of the still. In normal circumstances the sale price was about 80 cents per bottle of 1½ litre. For exportation the oil is packed in cases, each containing twelve or twenty-five bottles of 540 grams. Adulteration with petroleum or benzine, etc., is frequently practiced by the natives, as well as by the Chinese merchants. The green color of the oil is due to contamination with copper and chlorophyll compounds, but as a clear green color is liked, the color is frequently intensified by placing a piece of copper in the oil. The principal seaport for exportation is Macassar. On the island of Boeroe the principal port of shipment until 1914 was Kajeli, but now it is Namlea. In 1914, 63,000 kilos. of the oil was sent to Java for local use. Large quantities are sent to Singapore in transit to British India. The United States appears to buy large quantities for use in proprietary medicines. A part of the production also arrives in Europe via Amsterdam and London. The official statistics give the following figures in kilos.:

Destination	1913	1914	1915
Holland	6,365	9,758	12,217
Germany	584	1,128	5,773
United States	526	11,874	15,931
Singapore	112,005	40,658	42,090
Siam	1,246	.....	.....
Hong-Kong	2,037	1,978	2,375
Portuguese Timor	1,423	.....	364
Elsewhere	142	73	913
Total	124,228	65,469	79,863

According to these figures Singapore appears to have lost much of its significance as a transit port, and the direct exportation to U. S. A. has largely increased. The 1916 and 1917 export figures are not yet available.

Oil of citronella is distilled from *serchewangi* grass, grown by the natives, and delivered by them to the distillers, who pay from 25 to 30 cents per picul. The cultivation of the grass is very easy, and in good soil it grows abundantly. Under favorable conditions one bouw (=0.71 hectare) yields from 5,000 to 6,000 kilos. of grass, from every 1,000 kilos, of which about 7 kilos of oil is obtained. Most of the distilleries belong to Chinese mer-

chants. The price of citronella oil has advanced considerably since 1912, and, simultaneously, cultivation of the grass has much increased. Many natives now distil the oil themselves in preference to selling the raw material to the Chinese. The greater part of the oil is used in the preparation of perfumes and soap, and lately for the preparation of synthetic otto of rose. Java has exported the following quantities (kilos.) of citronella oil during recent years:

Destination	1913	1914	1915	1916	1917
Holland	20,422	55,666	55,713	14,278	5,565
Great Britain	.....	1,500	60,394	151,719	213,631
France	21,137	31,446	38,049	40,653	15,654
United States	6,637	25,787	63,560	196,065	264,807
Japan	.....	5,091	12,377	19,416	50,437
Germany	23,824	17,164	.....	.....	.....
Australasia	.....	.....	.....	.....	5,263
Belgium	2,716	.....	.....	.....	.....
Singapore	500	.....	.....	4,848	13,576
Elsewhere	.....	.....	3,233	1,764	6,830
Total	75,230	136,654	233,326	428,743	515,763

Lemongrass oil is another essential oil distilled in the Dutch East Indies from a cultivated grass in a similar way. It yields about 0.2 per cent of oil. As European firms prefer the lemongrass oil from Cochín and Réunion, Java has lost its significance as a producer. Cananga oil is exported in small quantities from the Dutch East Indies, but it is not separately mentioned in the statistics of export. It is distilled from the flowers of a tree indigenous to the Dutch East Indies, but especially to Bantam, the only district that has a regular plantation. The tree begins flowering when it is about five years old; it bears flowers twice a year, and every tree yields about 60 kilos. of flowers per year. In order to obtain 1 kilo. of oil, at least 350 kilos. of flowers are required. The oil competes with ylang-ylang oil from Manila, but the quality is much poorer. The Singapore as well as the Java variety of patchouli oil is cultivated in Java, 80 per cent of the total quantity exported by the Dutch East Indies being furnished by the east coast of Sumatra. The plant attains a height of about 2 or 3 ft.; after six months the leaves can be gathered, and a further yield can be had in another six months. After drying the leaves are packed into small bales of about 90 lb. The export figures are not recorded separately.

FRENCH PERFUME SITUATION

In 1917 the United States imported from Nice, France, \$1,024,482 of perfumes, which very nearly equalled the pre-war imports. In view of the interest now being taken by perfume importers and manufacturers in the United States in the question of raw material sources the following report on the situation in Nice, prepared by Consul William D. Hunter, is of considerable interest:

Floral essences, floral concretes and other raw materials of perfumery, manufactured at Grasse, are the chief industrial productions of the Nice consular district. Exports of these items to the United States alone amounted to \$1,290,650 in 1912 and to \$1,578,229 in 1913, the last two years before the war, and the 1917 exports were valued at \$1,024,482. The exports were exceptionally high in 1913, the average for the last five years before the war being about \$1,137,000 annually. The exports to America, therefore, for 1917 nearly reached the average of the pre-war exports.

Inquiries made at nearly all the larger perfume factories at Grasse showed that, although the scarcity of labor was

less keenly felt in that industry than in others the work was carried on under the most trying circumstances. Alcohol and lard were high and difficult to procure; the prices of flowers increased (for instance, orange blossoms selling at 29 cents and roses selling at 48 cents a kilo in 1916 brought 39 and 68 cents, respectively, in 1917); and the difficulties of transportation, of procuring export licenses and of securing experienced clerical assistance were keenly felt.

Despite these circumstances, the perfume manufacturers prospered financially during 1917, says Consul Hunter. This was due to the fact that synthetic perfumery produced in Germany, otto of roses of Bulgarian origin, and products of the flower distilleries in Asia Minor were not obtainable on the world market. The manufacture of the essential oil of cloves called "eugenol" which is used in the construction of airplanes and chemical preparations for war purposes, was another factor which helped maintain the perfume industry of the Nice district in a comparatively prosperous condition.

Exports of essential oils produced in the Nice region of France show a falling off of 10,384 pounds in 1917, as compared with 1918. On the other hand, the trade consummated shows an increased valuation of \$226,694—almost 100 per cent greater than the values for 1916. The following table shows the exports of essential oils from the Nice consular district in 1916 and 1917:

	1916		1917	
	Quantity	Value	Quantity	Value
Almond, bitter	1,481	\$10,773	412	\$3,412
Bergamot .....	.....	.....	2,475	11,839
Cassia	55	390	18	1,005
Jasmine	105	4,432	510	27,336
Lavender	61,682	121,579	67,272	155,579
Leimon .....	.....	.....	1,594	15,744
Neroli or orange flower	461	12,509	1,441	33,539
Peach kernel	14,308	10,165	235	191
Rosemary	13,863	6,696	10,141	4,027
Rose	240	13,123	647	71,200
Thyme	7,744	6,968	2,466	1,200
Other	19,714	93,256	21,286	128,786
Totals	119,381	\$227,891	108,997	\$454,585

SANDALWOOD OIL.

The London *Oil and Color Trades Journal*, which has maintained a critical attitude towards the sandalwood oil business as now carried on by the Mysore Government has put a series of open questions to those concerned in carrying on this business in part as follows:

"We should be glad to know (a) whether it is a fact that the agents for the sale of the oil on behalf of the Mysore Government has issued offers to perfumers to sell to them sandalwood oil at about 10s. per lb. below the price at which they, the agents, offer sandalwood oil to wholesale druggists for medicinal purposes, with a proviso that such oil, if purchased, shall be used for perfumery purposes only, and not resold to druggists, etc.? (b) If such offers have been made, do they contain the guarantee that the oil contains 92 per cent. of santalol, so that it is a pure oil corresponding with the requirements of the British Pharmacopoeia? (c) Have any complaints been received by the agents from bona fide dealers in the oil that such a type of competition is prejudicial to their business, and as a consequence have any dealers so complaining obtained a reduction in the price of the oil without any restrictions as to its resale? (d) If the answer to question (c) is in the negative, how is it possible for dealers to quote druggists about 2s. 6d. per lb. below the agents' official price? Frank answers to these questions would throw some light on the unsatisfactory condition of the market in this oil. In the meantime, we are pleased to learn that the Western

Australian sandalwood oil is being employed with much satisfaction in the perfuming of soap, and we venture to predict that the ultimate policy of the Mysore Government in regard to sandalwood oil prices will be bent considerably by the attitude of consumers—possibly when the Australian oil has established a firm position in the perfume industry."

PATCHOULI IN STRAITS SETTLEMENTS

Consul George L. Logan, Penang, sends the following quotation from Drury's *Useful Plants of India*: "The true identification of patchouli was long a matter of discussion among botanists, but the subject has been set at rest by Sir W. Hooker, who managed to raise the plant in the Botanic Gardens at Kew. It appears to be a native of Penang and the Malay Peninsula, but the dried flowering spikes and leaves of the plant are sold in every bazaar in Hindustan. From the few scattered notices of this celebrated perfume, it would appear that it is exported in great quantities to Europe and sold in all perfumers' shops. The odor is powerful, more so perhaps than that derived from any other plant.

"Its introduction into Europe as a perfume was singular enough and is accounted for in the following manner: A few years ago real Indian shawls bore extravagant prices, and purchasers distinguished them by their odor. In fact, they were perfumed with patchouli. The French manufacturers had for some time successfully imitated the Indian fabric but could not impart the odor. At length they discovered the secret and began to import this plant to perfume articles of their own make. From this origin the perfumers have brought it into use.

"The powdered leaves are put into muslin bags to prevent cloth from being attacked by moths. Dr. Wallich states that a native friend of his told him that the leaf is largely imported by Mogul merchants, that it is used as an ingredient in tobacco for smoking and for scenting the hair of women, and that the essential oil is in common use among the superior classes of natives for imparting the peculiar fragrance of the leaf to clothes. It is exported in great quantities from Penang. The volatile oil is produced by distillation. The Sachets de Patchouli, which are sold in the shops, consist of the herb coarsely powdered, mixed with cotton root and folded in paper. These are placed in drawers and cupboards to drive away moths and insects."

Consul Logan adds: "Since the European market has been practically closed to this commodity during the last four years and no other has taken its place, the gathering of patchouli leaves has largely fallen off; but should the demand increase, it is believed the supply would be found ample to meet it. Some requests have been made of this consulate by local exporters for the names of American importers or manufacturers of perfumes, soaps, and other scented toilet articles who might be interested in this product."

Competition for Eucalyptus Oil.

An oil obtained from waste products in wood distillation from the creosote oils is taking the place of pine oil and eucalyptus oil in the oil flotation process of ore reduction in Canada, as the result of experiments of the Forests Products Laboratories and the Mines Branch. The substitute is produced at the rate of 1,200 gallons a day, so that owners of mineral reduction plants consider sufficient is available for the expansion of the Canadian mining industry and for export. This will be an important competitor for the eucalyptus oil industry of Australia.—*British Board of Trade Journal*.

Camouflaging a Home.

"We deny ourselves much; I am saving to build a house."

"Is your wife cheerful about it?"

"Oh, yes. She thinks we're saving for an automobile."

Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

President F. P. Beers, Attorney T. E. Lannen and others who are looking out for the interests of the flavoring extract manufacturers, have been very busy this month. While Congress has adjourned there are many questions cropping up concerning the enforcement of the new revenue law, in addition to the numerous bills in the State legislatures which affect this industry.

This is a particularly busy time for Chairman Bond, of the Legislative Committee, for he has simply been inundated with bills and reports. But with him it is a case of the more the better. It is not expedient at this time to try to print a summary of the legislation pending. Residents of the various States have much better first hand information than we could give.

SODA WATER FLAVORS MANUFACTURERS.

W. F. Meyer, of St. Louis, president, and Thomas E. Lannen, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have been very active this month in looking out for the interests of the members. Secretary Lannen has collected information about the bills introduced in all of the legislatures, and has transmitted it promptly to the members, giving additional bulletins regarding the progress of bills and pointing out their good or bad features.

CRISIS FOR NEW HAMPSHIRE

The Lowell (Mass.) *Courier Citizen* conveys some news about one of the old liberty loving States in the following dismal foreboding:

"Cologne and hair tonics may be banned in New Hampshire as part of the campaign for suppression of all alcoholic beverages now fanatically and fantastically progressing at Concord. It matters not that perfumes are still a dire necessity of polite society in many rural communities where bath-tubs are not yet universal and where no 10-cent store conveniently supplies inexpensive dress shields. It boots nothing that bald heads are traditionally numerous in draughty farmhouses where in zero weather even the Saturday night bath in the washtub is perforce omitted altogether, or so abbreviated that 'ma' loses her semi-occasional chance to scour out her consort's grizzled locks and whiskers with suds from the soap that floats. These luxuries of town folk are positively indispensable to maintaining standards of civilized living in distant hilltop townships. Yet, just because the beerless and near-beerless of a fine tough commonwealth sometimes in their extremity get jagged on hair restorer and eau de cologne the country storekeeper may have to unstock, the village belle may risk her life by bathing oftener than she should in the winter, the hirsute patriarch may see dandruff do its deadly work and never a bottle of aught to help. Isn't this the nether limit of sumptuary legislation?"

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

Campaign Against Bogus Oil Labelling

Several seizures have been made and a number of prosecutions instituted as a result of a campaign inaugurated by the officials charged with the enforcement of the Federal food and drugs act against the interstate shipment of adulterated and misbranded olive oil.

Consumers are advised by the Bureau of Chemistry, United States Department of Agriculture, to read carefully the labels of all containers offered to them as containing olive oil to determine whether the manufacturer actually claims that the product is olive oil or merely suggests it by misleading devices. Some of these deceptively labeled products are sold by itinerant peddlers.

Cottonseed oil, corn oil, peanut oil, soy-bean oil, and other vegetable oils are wholesome, palatable oils, it is stated, but they should be bought under their own names at prices much lower than the prices at which olive oil is usually sold.

Illinois Decision in Favor of Saccharin

In a recent case prosecuted against L. Byman, of Chicago, by the Illinois Food Department before Judge Hugh R. Stewart, in the Municipal Court of Chicago, for selling an imitation strawberry soda water flavor, the charges were, among other things, that the product was adulterated because it contained saccharin. Mr. Byman defended the case, and the court, in dismissing the case, said:

"The contention in this case is adulteration by the use of saccharin. It may be true that saccharin has no food value, that may be absolutely true, yet the presence of saccharin does not mean adulteration. If you go to the exact limitations of adulteration you will find almost every food product something else in there that is passed by every day harmless and could be eliminated.

"Now, the mere fact that saccharin may have no food value does not necessarily, in my mind, establish, so far as the proof shows here, that there was adulteration. That is the only point that the court is called upon to pass in this case."

Missouri

A reduction of three cents per gallon in the proposed tax on flavoring extracts and all soft drinks manufactured in Missouri has been effected, as a compromise between the Senate Committee on Ways and Means and the soft drink manufacturers. A measure levying a tax of two cents per gallon on soft drinks and extracts, instead of five cents per gallon, will, therefore, be presented to the Legislature.

South Dakota.

Commissioner Guy C. Frary, M. S., in his December report, just received, devotes considerable space to food subjects. Among the numerous specimens analyzed were three flavoring extract samples, all of which passed.



Mr. J. T. Milliken, chemical manufacturer of St. Louis, who died January 31, left an estate valued at approximately \$20,000,000, but insufficient cash to pay claims of first class or to meet the expense of administration of the estate. The Probate Court gave permission to the executors to sell stocks, bonds and other securities to raise cash with which to pay the debts of the estate.

Mr. Dudley F. Lum, until recently captain in the United States Army, will soon be back at his commercial post in



DUDLEY F. LUM.

Chicago as an associate in the branch of Geo. Lueders & Co., New York. Mr. Lum enlisted August 27, 1917, and was sent to the Officers' Training Camp at Ft. Sheridan, Ill. Within three months he received a commission as first lieutenant, and was transferred to the 46th Infantry at Camp Taylor, Louisville, Ky., where he was appointed instructor. About a year ago he was transferred to the University of Alabama in the United States Army Training

Detachment, and while there was raised to a captaincy. The accompanying engraving was made from a photo taken by the editor shortly after Mr. Lum enlisted, and scarcely gives credit to this fine upstanding young man. We do not doubt that he will be warmly welcomed back by his old-time associates and friends.

American Pharmaceutical Association will hold its sixty-seventh annual meeting in the new Pennsylvania Hotel in New York City during the week of August 25.

Van Dyk & Co., of which Mr. S. Isermann is secretary and treasurer, 4-6 Platt street, New York, has switched from a war to a peace basis. When America entered the great strife this patriotic essential oil house responded at once to the call of the Government. With an organization 100 per cent American in its personnel and policies this might have been expected, but Van Dyk & Co. went the whole limit. When the call was received April 24, 1917, the plant and resources of the company were completely given over to help win the war. Its chemists did important service in co-operating with the Aircraft Production Board in making wings for airplanes fireproof and waterproof, the results with signal success. Now that the War Department has released the plant, Van Dyk & Co. again will be able to give full service to its patrons.

Theo. Ricksecker, former president of the Manufacturing Perfumers' Association of the United States, died at his home, 61 South Burnett street, East Orange, N. J., on Sunday, March 16. On March 10 he suffered a stroke of paralysis and was taken to a hospital where he lingered until his end.

He was identified in the perfume industry for nearly half a century, retiring about a year ago. He was the



THE LATE THEO. RICKSECKER.

founder of the house of the Theo. Ricksecker Co., which he established in 1868, and incorporated in 1896. He was seventy-two years old.

Funeral services were held at his late home on March 19 at 11 A. M.

The infant son of Mr. and Mrs. Gerald McBrady, Chicago, died March 14 after a brief illness of pneumonia. Mr. McBrady is connected with J. E. McBrady & Co., manufacturing perfumers.

Pharmaceutical Specialty Co., Brooklyn, N. Y., finding its old quarters outgrown, has moved to new and larger ones at 253-255 Skillman street and DeKalb avenue.

A three-story addition to cost \$30,000 is planned to the chemical works of the Powers, Weightman, Rosengarten Co., 9th and Parrish streets, Philadelphia.

Bulletin No. 10 of the National Wholesale Druggists' Association, Inc., under date of February 8, directs attention to the new war revenue bill, containing reference to the revenue on alcohol and alcohol beverages, soft drinks, tobacco, miscellaneous taxes, proprietary goods, narcotics and playing cards. The bulletin also contains information of interest regarding the war revenue law of 1917, State legislation, national prohibition, removal of restrictions on sales of certain commodities, United States Railroad Administration, packing of express shipments, trade acceptance referendum and reduction of cash discount in Canada.

Mallinckrodt Chemical Works has purchased the five-story buildings at 15 Gold street and 22 and 24 Platt street, New York City.

The photo that we reproduce herewith shows Mr. Alexander Katz to the left, chemist and manufacturing super-



ALEX. KATZ, C. L. SENIOR.

intendent of the Florsynth Laboratories, Inc., New York, and Mr. C. L. Senior, secretary and general manager on the right, just outside of the company's plant at Unionport, N. Y.

Mr. Senior is holding in his arms two white rabbits, who are among the progenitors of the rabbit hutch that the company maintains, and the aromatic animal that Mr. Katz has in leash is kept as

a reminder that not all aromatics are synthetic.

But—

Unkind fate left open the door of the commodious quarters assigned to the rabbits, and an unfriendly hunting dog, roaming in the neighborhood, finding normal sport rather meager at the time, made an attack upon the defenseless rodents and killed the entire 160 descendants of the two rabbits that Mr. Senior is shown to guard, but the dog failed to get Katz's goat.

The rabbits were maintained for experimental purposes in connection with the company's manufacture of pharmaceutical products, and will be replaced.

Stamford Extract Co., Stamford, Conn., suffered considerably by fire on February 20.

Mr. Harvey J. Fischer, chemist for the Royal Crown Co., perfumes and toilet preparations, Chicago, is rejoicing over the advent of a daughter, who cast her first coquettish glance upon the family at exactly 3:15 P. M., February 17. Her name is Vivian Lois Fischer and she has inspired her father to concoct a new perfume called Lois, which the Royal Crown is putting on the market.

Mineral Products Co., of Boston, Mass., recently organized with \$500,000 capital stock, has purchased the Foliated Talc Co., of Rowe, Mass. The property includes 795 acres of mineral land, and mining engineers have figured that the talc deposits exceed 50,000,000 tons.

Swindell Brothers, manufacturers of perfumers' and chemists' glassware, will move their New York headquarters from 200 Broadway, about May 1, to the Fifth Avenue Building, where they will have larger, more attractive and otherwise better quarters than at present. The new location abuts Madison Square Park, and is handy to subways and elevated roads. Mr. W. E. Swindell says: "We have found that the perfume trade is gradually growing up in that section, and we are making this change because we want to be near the people with whom we are doing business."

Messrs. Ricardo Gomez and Harold Olcott Sloan have formed the corporation of Gomez & Sloan, Inc., with offices at 136 Liberty street, New York. Mr. Gomez, president, was for many years a grower, curer and shipper of vanilla beans in Mexico, and during the last three



RICARDO GOMEZ AND HAROLD OLCOTT SLOAN.

years has made his headquarters in New York, giving his attention to the distribution of Mexican products in this country.

Mr. Harold Olcott Sloan, vice-president and treasurer, was until recently lieutenant in the American Air Service, and he is the younger son of Mr. Francis H. Sloan, president of the Dodge & Olcott Co., New York. He has had several years' experience in vanilla beans, essential oils and allied products.

Mr. Gomez sailed for Vera Cruz March 15 and will visit Mexico City, Tampico, Puebla, and, of course, the Papantla vanilla bean district.

In addition to vanilla beans the company will import chicle, linaloe oil and other Mexican products, and in its exporting department will handle American perfumes, toilet preparations and soaps.

The accompanying photo was taken in the office of the company and gives a fair idea of the good appearance of this well-balanced team.

Stockholders of the General Chemical Co. February 27 re-elected the old board with William H. Nichols as chairman of the board; W. H. Nichols, Jr., as president; James L. Morgan as secretary, and Lancaster Morgan as treasurer. The only change was in the substitution of Charles W. Millard for F. H. Nichols as first assistant secretary.

Arthur Colton Co., pharmaceutical machinery, Detroit, Mich., announces the appointment of Mr. Doane Hage, 309 Broadway, as its New York representative.

Mr. Howard Goring has been appointed perfumer for the Phoebe Snow Laboratories of this city.

Mr. P. R. Dreyer, for ten years special representative for Ungerer & Co., New York, resigned his position March 17. He will be connected with Rockhill & Vietor in their essential oils and synthetic department.

Warnock & Ralston Co., manufacturer of soap, Rock Island, Ill., is closing its business. Mr. J. D. Warnock, president of the firm, plans to retire from active business life, and Mr. R. F. Ralston, secretary-treasurer, has announced that after a year of retirement, he will again become interested in business activities. Since 1853, when the firm was established at Second street and Fifth avenue, where it is still located, the business has been entirely in the hands of the two families. The manufacturing company was originally organized in 1853, under the name of Warnock & Kelly, continuing so until March 2, 1866. Mr. James Kelly, the original member of the firm, then left Rock Island for Kansas City. The company then became Warnock & Ralston, the firm members being Messrs. Hugh Warnock and Robert Ralston. Mr. Warnock died in 1898, and Mr. Ralston passed away in 1907.

In 1907 the company was incorporated as the Warnock & Ralston Co., the incorporators being Messrs. James D. Warnock, son of Hugh Warnock, and Robert F. Ralston, Jr., son of Robert Ralston, Sr. The stock is all owned by sons and grandsons of the original owners of the plant, no interest having passed out of the hands of the two families.

Mr. L. J. Zollinger, perfumer for the Remiller Co., New York, has just returned from a month's trip to the Coast. He visited also Chicago, Milwaukee, Minneapolis, Portland, Los Angeles, etc., and in fact all cities where the Owl Drug Co. has stores.

The annual convention of the Owl Drug Co. was held at the Palace Hotel, San Francisco, Feb. 17 to 22, at which Mr. Zollinger spoke to the store managers, etc., on the company's line of perfumes and toilet preparations and the outlook for 1919.

Mr. H. C. Rendler, secretary of the Remiller Co., and New York manager of the Owl Drug Co., dropped in to see the Editor with Mr. Zollinger and expressed his satisfaction with the growth of the company's perfume department and its outlook.

An important new color announced by the National Aniline & Chemical Company, in January, is Erie Fast Red FD, a product identically the same chemically, but slightly bluer than the one formerly manufactured at Buffalo known as Niagara Fast Red FD, and imported before the War as Diamine Fast Red F, Benzo Fast Red FC, and Oxamine Fast Red F. This Red is applied in the usual way for direct colors, with the addition of common or Glauber salt.

The company also announces another new product of its factories in Niagara Blue B R. It is identical with Diamine Blue B X and Benzo Blue B X, which is ing and hot pressing. This Red dyes cotton and wool to about the same shade and strength. For wool, it may be used with 10-20 percent Glauber salt and 1-3 percent were formerly imported. These prototypes were some of the most widely used brands of Direct Blue.

F. H. Cameron, consulting chemist of the United States Bureau of Mines, and expert on potash matters, and Hoyt S. Gale, of the Geological Survey, another expert on potash, have gone on a special mission from the Interior Department to France and Belgium. They will make a special study of the Alsace-Lorraine potash deposits, with a view to informing the Government and American industry what may be expected in the way of imports.

Mr. Charles A. Fulle, president of Truslow & Fulle, Inc., Brooklyn, New York, has sent to the trade the following interesting announcement:

"WHITE METAL MANUFACTURING COMPANY.

CHARLES A. FULLE, Proprietor.

1006-1008-1010-1012 Clinton Street, Hoboken, N. J.

955-957-959-961 Hill Street, North Bergen, N. J.

"The undersigned announces that at the public sale held on January 18, 1919, by the Alien Property Custodian of the United States, he was the highest bidder for and is now the owner of the business of manufacturing collapsible tubes and sprinkler tops heretofore conducted by the White Metal Manufacturing Company at the above address.

"During the period that the plants were operated and controlled by the Government it became apparent that this business would under American ownership become a valuable acquisition to the manufacturing industries of this country on account of the superior workmanship and mechanical efficiency employed.

"The extraordinarily high standard of quality of the product heretofore manufactured at these plants will now be maintained, under ownership and management approved upon investigation by the United States Government as 100 per cent American.

CHARLES A. FULLE,

(Truslow & Fulle, Inc.).

"Hoboken, N. J., February 20, 1919."

Mr. Fulle is very well known in New York business life as a broad-gauged man, of marked executive ability, and he can be depended on to bring to the fore any enterprise with which he is connected.

Mr. Chester A. Smeltzer, manager of the vanilla bean department of the A. D. Smack Co., 80 John street, New York, is making a business tour of the Middle West. He reports very good business and an excellent outlook.

The Velvaton Powder Puff Co. who have just moved to larger quarters at 140 Sixth Ave., New York, advertise their powder puffs in this issue by means of an attractive insert appearing between pages 46 and 47. This insert emphasizes the points that the Velvaton company wish to impress upon the trade, and the color effects demonstrate what has been done for several important manufacturers of toilet preparations.

Fire in the warehouse of Charles V. Sparhawk, Inc., New York, manufacturer of essential oils, drugs and chemicals, at 31 Bruen street, Newark, N. J., recently caused damages estimated at \$5,000. The fire started in the rear of the first floor and spread with great rapidity, necessitating three alarms. Spattering oil of peppermint temporarily blinded some of the firemen and their work otherwise was hampered by oil which leaked onto the floors and made them so slippery that handling the hose proved exceedingly difficult. Dense smoke on the upper floors also impeded their efforts, but the blaze eventually was mastered with less loss than seemed inevitable at the outset of the fire. Two firemen were partly suffocated.

Emmett M. Kaylor, of the Metal Package Corporation, Brooklyn, N. Y., returned to his desk March 1, after 17 months' service in France with the American Expeditionary Force, as lieutenant in the Air Service.

Most of this time was spent at Tours, as instructor, and Mr. Kaylor, when he can be prevailed upon to speak at length of his experiences, has many an interesting tale to tell, and absorbing photos to show.

He was mustered out Feb. 15, and after a visit to his home town, Bristol, Tenn., reported at his old desk and was agreeably surprised to learn that he had been promoted to assistant sales manager.

The last few years has seen a remarkable growth of the talc industry in Vermont, as many new uses have been found for the product. During the war period manufacturers noted to their satisfaction that the material mined in the Green Mountains could be advantageously used in place of some imported grades and have signified their intention of continuing their present source of supply.

Where a "dead white" color is not a predominating factor, as in the manufacture of soaps and the popular-



MILL, ELECTRICALLY EQUIPPED, WITH DAILY PRODUCTION OF 80 TONS.

priced talcum powders, the finely milled, air-floated talcs of Vermont find a ready market. It is of interest to note that Government statistics record a production of 98,000 tons of talc in Vermont last year, as compared with 8,000 tons in 1905. Although much of this tonnage found its market in the manufacture of high-grade paper, rubber, certain grades of cotton cloth, roofing paper, paint and grease, the soap and talcum powder industries consumed a heavy tonnage. Due to the diversified use of his product, the talc manufacturer gets first-hand information regarding general business conditions, and it is encouraging to hear that there is a marked renewal of buying in all classes of the talc consuming trade.

To many readers of this journal the American Mineral Co., of Johnson, Vt., needs no introduction. This concern, incorporated in 1904, has been supplying the chemical trade with a finely-milled talc of good color, and by its fair method of dealing with its customers has acquired a valuable "good will" in the trade. Its production has kept pace with the increased use of talc, so that today the company has a milling capacity of 80 tons per day, or nearly four times that of four years ago.

In 1915, soon after the death of Mr. E. A. Gordon, founder of the business, his son, Mr. Harold N. Gordon, went to Johnson and took over the management of the

business, devoting his entire time to the industry. The elder Mr. Gordon, having been better known through his connection with New England railroads and the American Woolen Co., had been unable to devote much time to his talc interests, and it is regrettable that he could not have witnessed the prosperity now enjoyed by the company.

Dr. F. A. Marsek, until recently perfumer for the Klinker Mfg. Co., Cleveland, O., has accepted a position in charge of toilet cream manufacturing for the United Drug Company.

Mr. W. J. King, for many years perfumer for Meyer Brothers Drug Co., St. Louis, Mo., is now managing the laboratory of Mme. Isebell's Toilet Manufacturing Co., Chicago, Ill.

A petition in bankruptcy was filed March 5 against the Phoebe Snow Laboratories, Inc., at 241 West 23d street, New York City, by the following creditors: Aaron L. Palmer, \$107; A. J. Wolkenberg, \$129; Whittaker, Clark & Daniels, Inc., \$147; George V. Gross & Co., \$73, and Ungerer & Co., \$75. An assignment was made on December 24, 1918.

The numerous friends of "Al" Smack, of A. D. Smack & Co., 80 John St., New York, will be very happy to learn that he is now in pretty good shape again. It takes more than an attack of grip to put much of a dent in Al's good humor.

Mr. and Mrs. Ferdinand Weber and their youngest son have just returned from Palm Beach and Miami, Fla., where they spent the past three weeks on their annual winter vacation. Mr. Weber is treasurer of Geo. Lueders & Co., New York.

New York Drug and Chemical Club in February elected the following officers: John T. Barry, president; Robert H. Adams, vice-president; Raymond E. Jones, treasurer, and William P. Young, secretary; Henry Calder, William P. Young, John T. Barry, Melvin G. Palliser, James W. McCulloch, Charles R. Pitcher and Henry S. Chatfield, board of governors. The profit for the year totaled \$8,797.60. Revenue derived from the restaurant, to include January 31, totaled \$102,398.72. The assets show, among other items, cash on hand, \$5,337.73; Liberty Bonds, \$5,500, and dues, \$18,455.96. There are 500 resident members, 258 non-resident members, 111 on the waiting list and 20 members on the honor roll.

The insert of Julius Schmid, Inc., that appears in this issue, between pages 38b and 39, is the first of a series of their novel advertisements. It is the purpose of this enterprising manufacturer to reproduce the colors of his compact rouge and powder in order that prospective buyers may know what may be had.

Enterprise of this kind deserves recognition, and we take pleasure in inviting the special attention of our readers to this attractive advertisement.

Mr. James H. McNamara, is now on a trip through New York state for Fritzsche Brothers, New York. Mr. McNamara is the latest adjunct to the selling staff of this well-known essential oil house.

The Colgate case was argued the other day before the United States Supreme Court in Washington by former Justice Charles E. Hughes for the company and Assistant Attorney General G. Carroll Todd for the Department of Justice. The government had appealed from a federal court decree dismissing indictments returned in Virginia against Colgate & Co. under the Sherman anti-trust law. The company was charged with entering into a combination with wholesale and retail dealers to maintain resale prices for its products fixed by it and to prevent such dealers from reselling the articles at lower prices, thereby suppressing competition and restraining interstate commerce.

The government argued that the refusal of Colgate & Co. to sell its products to dealers who did not observe fixed prices was not charged, but that the point is that the company made a combine with the dealers to maintain resale prices. Counsel for the government declared that the illegality of such resale price fixing combinations and agreements has been established by prior decisions, and cited a number of cases. It was contended further that it was immaterial whether the combination or agreement is effected through formal written contracts or through a mere "meeting of the minds" of the parties. The lower court held that it was not shown in the Colgate case that price competition between dealers in the sale of the manufacturer's products would be in the public interest. This is a question of public policy, said Mr. Todd, and should be taken up with Congress and not with the courts.

Judge Hughes argued that the Supreme Court must take the lower court's construction of the indictment against Colgate & Co.; that the company merely reserved its undoubted right to refuse to make future sales; that the Sherman act does not deprive the manufacturer of his liberty to manufacture or not as he pleases, or to sell or not as he pleases, and that the conduct involved in this case does not constitute a combination in restraint of trade in violation of the act. Decision was reserved.

At the annual meeting of stockholders of the National Aniline & Chemical Co., Inc., on February 17, and at the succeeding meeting of the directors on February 19, the officers and board of directors were elected as follows: President and chairman of the board, William J. Matheson; vice-presidents, Dr. William Beckers, Robert Alfred Shaw and Dr. L. C. Jones; acting treasurer, William H. West; assistant treasurers, H. S. Trott and T. S. Baines; secretary, William T. Miller; assistant secretary, Walter E. Rowley; chairman of executive committee, Henry Wigglesworth.

The personnel of the board is as follows: Dr. William Beckers, New York; H. H. S. Handy, Syracuse; Dr. L. C. Jones, Syracuse; Clinton S. Lutkins, New York; William J. Matheson, New York; Eugene Meyer, Jr., New York; W. N. McIlravy, New York; F. M. Peters, New York; T. M. Rianhard, New York; Robert Alfred Shaw, New York; I. Frank Stone, New York; Dr. R. C. Taggesell, Buffalo; Orlando F. Weber, New York; Henry Wigglesworth, New York.

The C. E. Ising Corporation recently purchased a large factory building at 65 to 71 Bradford avenue, Flushing, N. Y. Extensive alterations and renovations will be made with the purpose of converting it into an ideal plant for the manufacture of the firm's products.

Mr. Max Isermann, vice-president of Van Dyk & Co., New York City, and Miss Jeanette Birnbaum, daughter of Mr. Selig Birnbaum, were married in this city on Sunday, March 2. The wedding trip included Washington and other points of interest.

Madrid Chemical Co., Madrid, Iowa, announces that it has changed its name to the Red Ball Co.

Dr. L. J. Matos was in Chicago recently with the dye exhibit of the National Aniline & Chemical Co., and gave an address before the Chicago Perfumery, Soap and Extract Association at its weekly luncheon at the Morrison Hotel, February 25. Dr. Matos' account of his experiences in the development of the American dye industry during the period of the war was both humorous and instructive. Mr. G. G. Rodgers, Mr. Fred E. Beecher and Mr. J. H. Neumann, also connected with the National Aniline & Chemical Company, were present.

At the weekly luncheon of the association February 18, the members listened to a very enjoyable and instructive talk by Mr. Chas. B. Ball, of Chicago, on the subject, "War Housing in America and Europe." Mr. Ball is chief sanitary inspector of the city of Chicago and has held similar positions in New York City and in Great Britain.

Mr. John H. Neumann, manager of the National Aniline & Chemical Co.'s Chicago branch of their special products department, was a recent visitor to New York City.

Mr. Frank Z. Woods, president of the Perfumery, Soap and Extract Association and manager of the Chicago branch of Rockhill & Vietor, New York, was in New York recently.

Mr. James H. Bear, Eastern and foreign representative, and Mr. Harry W. Muller, special foreign representative of the Palmolive Co., started February 23 for Japan from San Francisco on a trip around the globe. Mr. Bear said: "Prior to the war, England was first in the soap industry and Germany second. The United States was third. With Germany out of the field, it is our intention to obtain for this country the trade which Germany formerly commanded. Adding this to our own trade, we will then excel all nations in the output of soap products." Their itinerary follows: Japan, China, Siberia, the Philippines, Australia, New Zealand, Siam, Tasmania, Borneo, Straits Settlements, the Dutch East Indies, French Indo-China, British India, South Africa, Cairo, Algiers, Italy, Spain, France, Belgium and England.

Dr. W. A. van Dorp, managing commercial director of N. V. Chemische Fabriek Naarden, Holland, arrived in the United States on his first visit, March 9, on the *Nieuw Amsterdam*. Dr. van Dorp expects to be here about six weeks, and will travel through the south and mid-west. He has already appointed Rockhill & Vietor as sole representatives for the United States and Canada for the full line of synthetic perfume materials made by this company.

The Naarden works erected a new factory in 1915 for the manufacture of intermediate products for dyestuffs, and these chemicals will be sold through other channels.

"Major" R. S. Swinton, supervising chemist of W. J. Bush & Co., Inc., New York, in charge of its Linden, N. J., plant, is on his way to National City, Cal., where the company's citrus products plant is located. He will bask in the sunshine of California for about sixty days.

Mr. Warren E. Burns, vice-president of Compagnie Morana, New York, returned on March 3 from a two months' trip to England, France, Switzerland and Italy, brimful of impressions of the war-stricken allied lands. Mr. Burns said in part:

"Contrary to the belief which seems to prevail in the United States, I am convinced that normal conditions in the producing centres of Europe will not prevail for some time.

"All business abroad is in such a state of demoralization that it seems almost an impossible task to bring about its rejuvenation, and very little progress in that direction can be expected until after the actual signing of the treaty of peace. France has demobilized only a very few of the oldest classes, and her army is still intact, except for the heads of important business enterprises who have been given leave, but who are still subject to immediate recall. As a consequence, the shortage of labor is still acute.

"Through this lack of labor which has existed for several years every crop in the Grasse district has been neglected. With the peace treaty still unsigned no relief can be expected for the 1919 crops, and production of natural flower essences will be on a war basis during this year at least.

"The railroads of France are still overloaded with war work, and while conditions are improving not much better service can be expected before mid-summer.

"Coal is very scarce, expensive and of unsatisfactory quality. Alcohol, grease and all other needed supplies are almost as scarce as during actual hostilities.

"Actual crop conditions at the present time indicate a shortage this year of violet, tuberose, jonquille, patchouly and lavender. On the other hand, jasmin, rose, orange, cassie, neroli and geranium should be more plentiful, due to satisfactory crop conditions.

"The French manufacturers are making every effort possible to satisfy the demands of their American customers and, notwithstanding the heavy odds against them, will be able to produce sufficient raw materials to equal last year's output, and satisfy in part our needs if shipping space is provided.

"In Switzerland conditions are even worse than in France. Raw materials from Germany are not available, and even could they be obtained the loyalty of the Swiss houses to the allied cause would prevent their use. The allied blockade against neutrals still prevents the unlimited importation into Switzerland of raw materials from France and England. These conditions will not change greatly for some time, as it is apparent that both France and England will limit raw material shipments to neutral countries to any extent necessary to protect their own chemical industries.

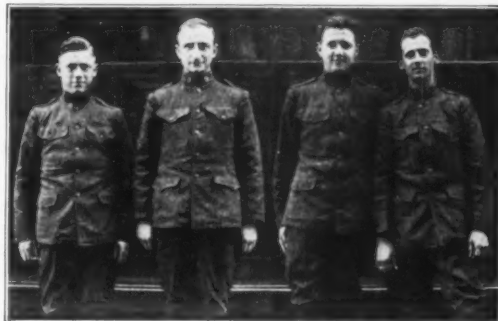
"The perfume manufacturer will profit greatly now by careful buying, but should not expect prices to decline rapidly, although every change should be for his benefit."

While abroad, of course, Mr. Burns visited the essential oil establishment of Bruno Court, at Grasse, France, which the Compagnie Morana has so ably represented in the United States for many years. Bruno Court, which

is as well and favorably known in America as in foreign countries, is planning an enlargement of plant and contemplates an extension of the firm's lines of trade. While in Grasse Mr. Burns went over these plans, and was much impressed by their scope.

The Compagnie Morana has entered into an agreement whereby they will have the exclusive sale in the United States, Canada and Cuba of all products manufactured by Th. Mühlethaler Co., Nyon, Switzerland, the well-known and large manufacturers of aromatic synthetic chemicals for use in perfume, soaps, etc. That company lately absorbed the Zyma Co., which has achieved a widespread reputation on the other side for its bacteriological and pharmaceutical products, and the Compagnie Morana will devote itself also to the exploitation of these articles. The Th. Mühlethaler Co. has been in the American market for twenty years, and Compagnie Morana intends to exploit the line more vigorously than ever.

The four young men shown in the accompanying photograph are members of the staff of Compagnie Morana, New York, who served in the army, and they are all back at their work. Mr. Schaefer is assistant office



COMPAGNIE MORANA'S RETURNED HEROES.

PVTs. CHARLES BUCKIE, FRANK HOLZSCHNEIDER, EDW. STANGE AND CORP. EDW. SCHAEFER

manager, Mr. Stange chemist and Mr. Buckie assistant chemist. Mr. Holzschneider is in charge of stock.

These young men have all done their bit, but are glad to be back again in civil life.

S. Greiner, M. A., Ph. D., has been appointed sales manager for Geo. V. Gross & Co., New York. Mr. Greiner received his doctor's degree at Columbia University, New York, 1915, and in addition to his intensive training in chemistry, he has had valuable business experience in this field. For the last three years he has been engaged in merchandising in allied lines, and therefore brings to his new position a valuable equipment. Mr. Greiner has an agreeable personality, and should therefore have no difficulty in making himself persona grata with the trade. Mr. Greiner is now traveling in Pennsylvania, introducing a new representative, Mr. Vestus J. Spindler, who will make his headquarters at 218-220 South 38th St., Philadelphia.

Lieut. George O. Richardson, who, before his enlistment in the United States Chemical Warfare Service, was chemist for the Roessler & Hasslacher Chemical Co., Perth Amboy, N. J., has been appointed technical assistant of the National Aniline & Chemical Co., Inc., at Shanghai, China.

NEW BOOKS AND PUBLICATIONS.

APPLIED ANALYTICAL CHEMISTRY, by Prof. Vitterio Villavecchia, Director of the Chemical Laboratories of the Italian Customs, translated by Thos. H. Pope, B.Sc., of the University of Birmingham, Eng. 2 vol. 998 pp. 163 illustrations.

This comprehensive treatise covers methods and standards for the chemical analysis of the principal industrial and food products. The first volume deals with the analysis of palatable waters, fertilizers, cement materials, metals and alloys, fuels, tar and its derivatives, mineral oils and fatty substances, etc. The second treats of flesh foods, milk products, flour and starches, sugars and saccharine products, essential oils, turpentine, varnishes, etc.

For each product considered a brief statement is first made of the different cases and the analytical problems commonly presenting themselves, as well as of the investigations and determinations to be made to solve them. Detailed descriptions are then given of the methods to be solved.

Cloth bound, 6½" x 10". Price \$6. Published by P. Blakiston & Sons Co., Philadelphia. Orders may be sent to us.

H. Kohnstamm & Co., New York. We are in receipt of a circular letter saying in part: "A recent announcement by one of our prominent firms that they are now manufacturing Rice Starch equal to the best heretofore imported will be received with satisfaction by many consumers, especially those who have been led of late to buy substitutes of doubtful value.

"It seems that when importations from abroad of high-class goods stopped there were a number of concerns who sold Rice Flour (Japanese as well as domestic) to the perfumery trade, although they must have known that said article was never intended for use in face powder preparation, but principally as a substitute for flour for bakery and other purposes. It contained an excess of alkali, a large quantity of gluten, was sure to cause skin irritations and never ought to have been sold for the purpose it was.

"It is for these reasons that the trade welcomes an article of the highest quality—'Made in America'—warranted absolutely neutral—impalpable, and, of course, free from any of the objections alluded to above."

"TRADE GUIDE," J. C. Francesconi & Co., 25 Beaver street, New York, and 327 South La Salle street, Chicago.

—This catalogue gives information about goods handled by the firm, stating exactly what is offered, the commodities consisting of various waxes, greases, soap, soap stock, glycerine, fatty acids, stearin, vegetable oils, rosin, chemicals, etc.

PARIS TOILET Co., Paris, Tenn., sends us a folder which recounts its successful experience.

W. D. CARPENTER Co., Syracuse, N. Y., have issued a neat folder setting forth the advantages of the Carpenter liquid soap for offices, hotels and factories.

NEW INCORPORATIONS.

Eastern Flavors Co., Inc., to manufacture flavors for non-alcoholic beverages, has been incorporated in Delaware by Wray C. Arnold, N. Elliott and Frank J. Riers, all of Philadelphia.

C. H. Selick, Inc., Manhattan Borough, New York City, to manufacture perfumes and drug sundries business; \$50,-

000 capital stock has been incorporated by G. Selick, 75 Schaeffer street; G. A. Selick, 422 Chauncey street, and C. Reeve, 427 50th street, Brooklyn.

Modern Pharmacal Co., Inc., Manhattan Borough, New York City, general drug business; \$50,000 capital stock has been incorporated by J. Indursky and H. Indursky, 122 East 115th street, and N. Lieberman, 45 West 116th street, New York City.

Columbus Hairdressing Parlor and Beauty School, Inc., Manhattan Borough, New York City; \$5,000 capital stock has been incorporated by C. Johannsen, H. Cramer, C. Mahig, 1774 East 8th street.

Trece Laboratories, Inc., Bronx Borough, New York City, to make face powders and toilet preparations; \$50,000 capital stock has been incorporated by H. Kolbe, I. Smiley, M. Picker, 861 Westchester avenue, Bronx.

Johnstam Mfg. Co., Inc., Manhattan Borough, New York City, hardware and supplies, oils and greases; \$30,000 capital stock has been incorporated by H. Lowenstein, 80 West 169th street; Irving Landau, 61 East 95th street, New York City; C. Grosshandler, 1236 Clay avenue, Bronx.

Les Fleurs de Cristal, Inc., Manhattan Borough, New York City, chemicals, perfumes and toilet preparations, has been incorporated with a capital stock of \$20,000 by W. V. Pearsall, P. Hinrichs, D. J. Potterton, 304 Adelphi street, Brooklyn.

Hotel Soap & Grease Co., Spring Garden, Pa.; \$10,000 capital stock, has been incorporated by A. G. Sauer, of Pittsburgh, Pa.

International Liquid Soap Co., East Stroudsburg, Pa., has made application for a charter in Pennsylvania. The applicants are H. B. Drake, O. Wardell Megargel and R. C. Cramer.

Pictorial Soap Manufacturing Co. of Manhattan has been incorporated under the laws of New York with a capital stock of \$100,000 by G. A. Dostal, J. C. Prendergast, T. Walsh, 1501 Amsterdam avenue.

Chief Soap and Chemical Co., Indianapolis, Ind., soaps and other cleaning compounds, \$3,000 capital stock, has been incorporated by Theodore L. Decker, Walter W. Geilker, James M. Lee.

Arnica Cream Co., Roanoke, Va., to deal in arnica cream and arnica cream soap. \$25,000 capital stock, has been incorporated by D. Fox, president; Philip Clore and F. M. Mahood, secretary and treasurer.

United Manufacturing Co., Jacksonville, Fla., disinfectants, toilet preparations, insecticides, soaps, the various kinds of metal and wood polishes, perfumes, face powder, face cream, etc., \$10,000 capital stock, has been incorporated by these officers: W. L. Schaus, president; M. D. Reay, secretary and treasurer; J. A. Salle, vice-president.

W. B. Storms & Co., Jersey City, to manufacture, import and export chemical preparations, materials and compounds, and apparatus, with \$100,000 capital stock, has been incorporated in New Jersey by H. A. Black, John W. Stout and John R. Turner, all of Jersey City.

Kelp Potash Fertilizer Co., gather and harvest kelp and other substances and to extract potash, etc., \$500,000 capital stock, has been incorporated by John F. Waters, A. M. Smith and Frederick Papabrook, Chicago, Ill.

IN MEMORIAM FOR DEPARTED FRIENDS.

BRÜCKER, CARL, senior member of Fritzsche Brothers, New York, March, 1913.

DALLEY, HENRY, retired perfumer and one of the founders of the M. P. A., West Redding, Conn., March 9, 1916.

DIEHL, C. LEWIS, former president A. Ph. A., and reporter on pharmacy's progress, Nashville, March, 1917.

DOHME, WILLIAM F., of Sharp & Dohme, pharmaceutical manufacturers, Baltimore, March, 1913.

DRENEL, FRANK F., perfumer for the William H. Brown & Bro. Co., Baltimore, Md., March, 1917.

FERGUSON, JAMES A., soaps, Louisville, Ky., March, 1915.

FOX, HENRY C., of H. C. Fox & Sons, glass bottles, Philadelphia, March, 1910.

GRANT, W. A., soap chemist, Passaic, March, 1914.

GREEN, CHARLES H., in charge of perfumery and soaps for H. K. Wampole & Co., Perth, Ont., March, 1906.

GUILD, FREDERICK A., in charge of making toilet preparations and perfumes, Colgate & Co., March, 1909.

HAZELHURST, MAJOR CHARLES WHITEWAY, soaps, England, March, 1912.

HOLCKE, ROBERT A., barbers' supplies, Brooklyn, N. Y., March, 1917.

KIRK, JAMES A., president of J. S. Kirk & Co., soaps, Chicago, Ill., March, 1907.

LAMBERT, S. H., essential oils, London, March, 1913.

LAYMAN, CHARLES NOEL, of Wright, Layman & Umney, essential oils, London, England, March, 1910.

LUNT, JAMES CAMMETT, soap manufacturer, Portland, Me., March, 1915.

LYON, DR. ISRAEL, toilet supplies, Englewood, N. J., March, 1907.

MERLE, AUGUSTIN, of Bruno Court, Grasse, France, Compagnie Morana, American representative, March, 1918.

MUNTON, CHARLES, associated with Augustin Merle, proprietor of Bruno Court, Grasse, March 5, 1916.

OLCOTT, GEORGE N., son of George M. Olcott, Dodge & Olcott Co., New York, March, 1912.

POOLE, THOMAS S., soaps, Denver, Colo., March, 1913.

RIKER, WILLIAM B., perfumery, New York, March, 1906.

RIPEY, WILLIAM, manufacturer of flavoring extracts, Cincinnati, Ohio, March, 1917.

ROCKHILL, CLAYTON, of Rockhill & Victor, New York, March, 1918.

ROGERS, GEORGE L., soap manufacturer, Centerdale, R. I., March, 1917.

SHEDD, FREEMAN B., Lowell, perfumes, March, 1913.

STUART, FRANCIS F., flavoring extracts, Niagara Falls and Toronto, Ont., March, 1914.

TENNEY, HENRY W., proprietor of the Warren Soap Mfg. Co., Canton, March, 1916.

WILLIAMS, JAMES BAKER, founder of J. B. Williams & Co., Glastonbury, Conn., March, 1907.

WOODLEY, GEORGE F., JR., Woodley Soap Manufacturing Co., Boston, Mass., March, 1912.

Obituary Notes.

Mrs. Jennie Arnold Olcott, widow of George M. Olcott, head of the Dodge & Olcott Co., New York, who died in September, 1917, passed away on March 16 at her home in this city. She was in her 83d year. The interment was at Ridgefield, Conn.

Charles E. Armstrong, importer of spices, etc., this city, died suddenly of heart disease on February 22 while

on a vacation with his daughter at Lake Placid. He was 56. His widow and two sons also survive.

Max Kahn, glass manufacturer, died at his home in St. Louis, February 14. He was 72, and had been with Drey & Kahn 35 years. His will left \$100,000 to his widow and \$40,000 to other relatives.

John L. Lyon, who retired six years ago as manager of the United States Glass Co., in this city, died on February 25, aged 69 years.

Fred W. Blocki

Fred W. Blocki, son of John Blocki, of John Blocki & Son, perfume manufacturers, Chicago, died on March



FRED W. BLOCKI.

10 after an illness of two days with pneumonia. "Fred" Blocki was a product of the Chicago school of business and politics. He was born in 1868, and began business as a druggist and perfumer, breaking into big politics under the wing of Mayor Harrison and into big business as executive officer of one of the city's large construction companies.

Mayor Harrison first recognized Blocki's talents and his labors in 1899 when he appointed him superintendent of the city map department. Six months later he was made deputy commissioner of public works, and in another eighteen months head of that department. That position he held until 1905, when he made the campaign for city treasurer. The voters registered their approval and he was elected. During his term in the treasury he advanced the rate of interest on municipal funds from 1½ to 3 per cent, a higher rate than the city had ever before received. His administration was characterized by vigorous originality. On one occasion when funds were lacking for pay rolls he borrowed \$800,000 on his personal account so that firemen and policemen might have their pay before Christmas. When he turned over accounts at the end of his term the office showed profits of \$100,000 more than during any previous administration. In 1912 Mr. Blocki stood for the board of review and was selected for the six-year term which expired last autumn. He became chairman of that body.

His business interests have been principally centered in the Blocki-Brennan Refining Co., the Brennan Construction Co. and John Blocki & Son.

Mr. Blocki was married in 1899 to Miss Louise Woltersdorf. They had two children, Armand and Ruth. Mr. Blocki had membership in a number of clubs, among them the Chicago Athletic, Illinois Athletic, Germania Maennerchor, Iroquois, South Shore Country, Chicago Automobile, Glen Oak Country, Edgewater Beach Yacht, Chicago Sharpshooters' and Chicago Lincoln Club.

Pleasant Moments Spent in Perusal.

(From The Pennell Co., manufacturers of medical and toilet specialties, Tewksbury, Mass.)

Once again it becomes our pleasant duty to inclose check for our subscription for the coming year. We certainly enjoy many pleasant moments in perusing its contents.

PATENTS AND TRADE MARKS.

					
52992	107409	113628	111672	113905	114265
					
114557	113509	112638	114309	111173	114279
					
103327	114795	114483	112960	72606	114031
					
114858	114992	112073	114910	114910	113311
					
114647	99480	114144	108729	110493	112456

NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts, and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 80 Maiden Lane, New York.

TRADE-MARK REGISTRATIONS GRANTED

- 124,188.—Glass Bottles.—Carr-Lowrey Glass Company, Baltimore and Westport, Md. Filed May 25, 1918. Serial No. 111,192. Published September 10, 1918.
- 124,189.—Certain Named Foods.—Castle Brothers, San Francisco, Cal. Filed January 15, 1917. Serial No. 100,611. Published June 11, 1918.
- 124,191.—Soap.—Corn Products Refining Co., New York, N. Y. Filed July 9, 1918. Serial No. 112,002. Published October 8, 1918.
- 124,202.—Soap (Solid and Liquid).—Mellier Company, Perfumer, St. Louis, Mo. Filed August 7, 1917. Serial No. 105,523. Published October 8, 1918.
- 124,236.—Edible Olive-Oil Substitutes.—Elysee Olive Oil Co., New York, N. Y. Filed April 17, 1918. Serial No. 110,272. Published October 1, 1918.
- 124,256.—Soap.—Lautz Bros. & Co., Buffalo, N. Y. Filed October 27, 1915. Serial No. 90,143. Published June 18, 1918.

124,286.—Soaps.—George Borgfeldt & Co., New York, N. Y. Filed May 21, 1918. Serial No. 111,077. Published October 22, 1918.

124,287.—Face-Powder.—A. Bourjois & Co., Inc., New York, N. Y. Filed July 24, 1918. Serial No. 112,291. Published October 29, 1918.

124,289.—Certain named chemicals, medicines and pharmaceutical preparations.—Brewer & Company, Inc., Worcester, Mass. Filed August 21, 1918. Serial No. 112,811. Published October 22, 1918.

124,291.—Tooth-Powder and Germicide for the Treatment of the Gums and Teeth.—Herman Robert Brown, Lewiston, Me. Filed September 5, 1918. Serial No. 113,027. Published October 22, 1918.

124,304.—Preparations for Treatment of the Hair.—Susie Goines, Pratt City, Ala. Filed September 4, 1918. Serial No. 113,017. Published October 22, 1918.

124,352.—Food-Flavoring Extracts for Use in Foods.—Warner-Jenkinson Manufacturing Company, St. Louis, Mo. Filed April 30, 1918. Serial No. 110,576. Published November 12, 1918.

124,373.—Face-Powders and Cold-Cream.—Colgate & Co., Jersey City, N. J., and New York, N. Y. Filed September 10, 1917. Serial No. 106,156. Published October 22, 1918.

124,393.—Hair-Tonic, a Liquid.—Gertrude K. Katzfey, Los Angeles, Cal. Filed July 24, 1918. Serial No. 112,306. Published October 29, 1918.

124,396.—Face-Powder, Face-Powder Compacts, Rouge, Face-Cream and Cold-Cream.—Josephine Le Fevre Company, Inc., Philadelphia, Pa. Filed September 14, 1918. Serial No. 113,181. Published October 22, 1918.

124,404.—Face-Lotion.—Rebecca Norman, New York, N. Y. Filed June 3, 1918. Serial No. 111,346. Published October 22, 1918.

124,416.—Cream for Shaving and Massaging.—George H. Schafer & Co., Fort Madison, Iowa. Filed June 18, 1918. Serial No. 111,660. Published August 20, 1918.

TRADE-MARK REGISTRATIONS APPLIED FOR.

72,606.—A. & A. Underberg, Chicago, Ill. (Filed September 2, 1913. Used since August 1, 1913.)—Washing Compound.

99,480.—Southland Perfume Co., Jacksonville, Fla. (Filed November 22, 1916. Used since October 1, 1916.)—Perfumes, Toilet Waters, Face Powders and Sachets.

103,327.—The Grasselli Chemical Co., Cleveland, O. (Filed April 26, 1917. Used since March 29, 1917.)—Silicate of Soda.

106,996.—Frank C. Reilly, New York, N. Y. (Filed October 27, 1917. Used since December 1, 1916.)—Perfumes, Talcum and Face Powders, Toilet Waters, Face Cream, Cold Cream and Sachet.

107,409.—José Llopis Pelcero, New York, N. Y. (Filed November 16, 1917. Used since September, 1912.)—Canned Olive Oil.

108,729.—Wm. E. Steele, Fairfax, Wash. (Filed January 31, 1918. Used since August 7, 1917.)—Depilatory Preparations.

109,863.—John Lipscomb Grossmith, London, England. (Filed March 29, 1918. Used since September, 1914.)—A perfume.

110,493.—The Northwestern Chemical Co., Marietta, O. (Filed April 27, 1918. Used since February, 1914.)—Powdered Talc.

111,173.—Gavalla & Barpar, New York, N. Y. (Filed May 24, 1918. Used since May 2, 1918.)—Winter-Pressed Cotton Seed Oil, Flavored slightly with Pure Olive Oil.

111,672.—George Morrison, Santa Paula, Cal. (Filed June 19, 1918. Used since March 15, 1918.)—Washing Powder.

112,073.—Cathrine M. Slavin, Calgary, Alberta, Can. (Filed July 11, 1918. Used since July 30, 1917.)—Hair Grower.

112,456.—Joseph Burnett Co., Boston, Mass. (Filed August 1, 1918. Used since July 11, 1918.)—Flavoring Compounds for use in foods and confections.

112,638.—Stevenson & Howell, Ltd., London, England. (Filed August 8, 1918. Used since 1913.)—Compounded Natural Oils blended with small additions of artificial floral attars for use in the preparation of food and in the manufacture of confectionery.

112,960.—U. S. Industrial Chemical Co., Inc., New York, N. Y. (Filed August 31, 1918. Used since January, 1918.)—Acetates, Methyl Acetate, Ethyl Acetate, Acetone, Solidified Alcohols, Fusel Oil or Amyl Alcohol and Acetic Acid.

113,311.—Eclairissant Beautifier Co., Seattle, Wash. (Filed September 23, 1918. Used since August 1, 1916.)—Cold Cream, Face Lotion, Face Powder, Liquid Rouge, Greaseless Face Rouge and Massage Cream.

113,509.—Microusticos Bros., New York, N. Y. (Filed October 1, 1918. Used since July 30, 1918.)—Edible Oil, namely, Cotton Seed Oil mixed with Olive Oil.

113,628.—Nicolino Forgoine, New York, N. Y. (Filed October 9, 1918. Used since July, 1917.)—Massage Cream.

113,905.—Primo Products Co., San Francisco, Cal. (Filed October 26, 1918. Used since June 27, 1918.)—A Face Powder.

114,031.—Eula Banks, St. Louis, Mo. (Filed November 4, 1918. Used since October 28, 1917.)—A Hair Grower.

114,144.—W. R. Grace & Co., New York, N. Y., and San Francisco, Cal. (Filed November 12, 1918. Used since August 2, 1918.)—Vanishing Cream, Cold Cream, Menthol Cream and Peroxide Cream.

114,265.—David B. Conclin, Cincinnati, O. (Filed November 21, 1918. Used since 1898.)—A Powder Preparation for Cleaning, Restoring Color and Removing Grease Spots in Carpets, Rugs, etc.

114,279.—Spiroicide Corp., New York, N. Y. (Filed November 21, 1918. Used since October 14, 1918.)—Antiseptic.

114,309.—Florence N. Lewis, New York, N. Y. (Filed November 21, 1918. Used since September 18, 1918.)—Talcum Powder.

114,482.—Henry H. Ottens Mfg. Co., Inc., Philadelphia, Pa. (Filed December 4, 1918. Used since September 1, 1917.)—Flavoring Extracts.

114,483.—Philadelphia Quartz Co., Philadelphia, Pa. (Filed December 4, 1918. Used since on or about November 1, 1918.)—Sodium Silicate.

114,557.—The E. Clarke Co., Baltimore, Md. (Filed December 9, 1918. Used since August 1, 1918.)—Peanut Oil for Salads and Cooking.

114,647.—Pauline E. Meadows, Birmingham, Ala. (Filed December 14, 1918. Used since December 6, 1918.)—A preparation for treatment of the hair and scalp.

114,795.—M. M. Wood, Kistler, W. Va. (Filed December 23, 1918. Used since 1916.)—Hair Tonic.

114,858.—Lundborg Co., New York, N. Y. (Filed December 28, 1918. Used since March, 1918.)—Perfumery in Liquid Form and Perfumery in Powder Form.

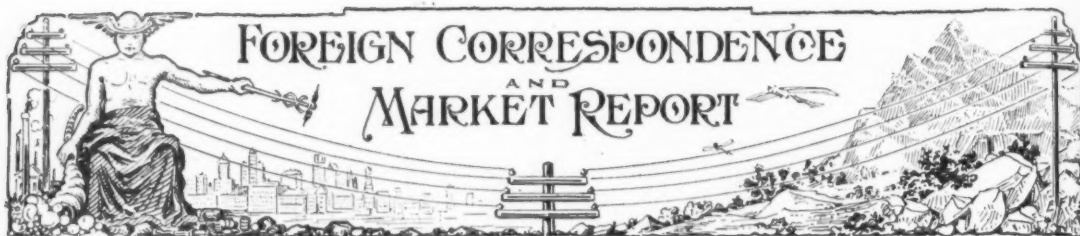
114,910.—MacMillan Chemical Co., Falls City, Nebr. (Filed December 31, 1918. Used since August 21, 1918.)—Foot Powder.

114,992.—Mamie Pearis, Bluefield, W. Va. (Filed January 4, 1919. Used since December 20, 1918.)—A Preparation for Use in Promoting the Growth of Hair.

PROTECTION IN ADVERTISING

A bulletin from the National Vigilance Committee of the Associated Advertising Clubs of the World describes a forward step which has been taken by the City Council of Los Angeles for the protection of the public against the sale of "seconds" in various lines of merchandise, unless the dealer describes the goods for what they are. The ordinance also covers the advertising of second-hand articles. It is as follows:

Section 1. It shall be unlawful for any person, firm or corporation, in any newspaper, magazine, circular, form, letter or any open publication, published, distributed or circulated in the city of Los Angeles, or on any billboard, card, label or other advertising medium, or by means of any other advertising device, to advertise, call attention to, or give publicity to the sale of any merchandise, which merchandise is second-hand or used merchandise, or which merchandise is defective in any manner, or which merchandise consists of articles or units or parts known as "seconds," or blemished merchandise, or which merchandise has been rejected by the manufacturer thereof as not first class, unless there be conspicuously displayed directly in connection with the name and description of such merchandise and each specified article, unit, or part thereof, a direct and unequivocal statement, phrase, or word which will clearly indicate that such merchandise or each article, unit or part thereof so advertised is second-hand, used, defective, or consists of "seconds," or is blemished merchandise, or has been rejected by the manufacturer thereof, as the fact shall be.



FRANCE.

PERSONAL.—Gabriel Laffitte, of Roure-Bertrand Fils, Grasse, France, has been chosen president of the local bureau of the Anti-German League.

FRENCH PERFUMERY IN HONDURAS.—One factor prevents the predominance of French perfumery in this market, says a French report, viz., not sufficient energy is shown in making these brands known—at least, that is the statement of a French journal. However, it enjoys an excellent reputation, and this is taken advantage of to sell various brands of inferior grade as of French manufacture. Apparently there is a growing demand for perfumery in Honduras, and the French propose to devote more attention to this market.

OLIVE OIL.—Very little olive oil at all is now to be found in France. However, the available stocks in Tunisia are considerable, and will continue to increase, as the new olive crop has been a very abundant one. Up to the present the Tunisian exports to France have been hampered by administrative difficulties, exports having been restricted to a few lots dispatched per parcels post. M. Boret, Minister of Agriculture, has decided to end all these obstacles, and has advised M. Flandin (French Resident General at Tunis) that the importation into Paris of the exportable surplus of Tunisian olive oils will be free. As regards oils from Spain and Greece, M. Boret is also going to take steps to provide for their importation on the same terms.

GREAT BRITAIN.

BRITISH PHARMACOPEIA, 1914.—At its meeting on February 24, the Executive Committee of the General Medical Council cancelled the temporary alterations in the British Pharmacopeia, published July 27, 1917, and March 29, 1918, arising out of the scarcity during the war of sugar, glycerin and certain oils and fats. The change is effective April 30.

GREECE.

OLIVE OIL.—Vice-Consul Corafa, at Athens, says the advance report on olives and olive oil, transmitted from this consulate November 6, 1918, predicted a total oil production of 31,702,800 gallons. Good weather, however, and the consequent thorough ripening of the fruit have brought about nearly 4,000,000 gallons in excess of predictions, so that the crop can be considered a very fair one. Crete has done particularly well, raising its estimated 7,500,000 gallons to double that amount. The harvest of olive fruit totals 140,000,000 gallons. Speculation in olive oil is very active, and operators are spreading reports that there are on hand some 65,000,000 gallons. It is thought that this is not true, especially as the price fixed by the Ministry of Revictualing is still over \$2 per

(Continued on page 24.)

THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

Leading flower essences have occupied a prominent place in trading operations in the essential oil markets. The expectation of lower price levels has not materialized barring perhaps the somewhat easier prices for Bourbon geranium for future shipment from London. French otto of rose is in a slightly better position from the viewpoint of the consumer, but the fact that the Near East will not in all likelihood be opened up for trade exploitation until after the actual peace treaty has been signed has operated to delay the arrival of consignments of Bulgarian rose and products of Turkish and Macedonian origin. The Michigan essential oils are approximately \$2.50 higher on the month following the precipitate advance to \$10 named by holders in the country. Export demand has been a feature is peppermint and spearmint oils. Other domestic oils have worked into lower territory, especially hemlock, spruce, and clove. The leading Sicilian oils reflect the firm position of the primary markets. An upward movement took place in lemon but proved of brief duration. During the month just closed the supply of coriander seed oil was taken up with sales at as high as \$60 a pound.

ALMONDS.—All sellers have not met the low figure of \$10@11 named on bitter varieties. The easier position has induced more consumption, however. Artificial varieties were cut to \$1.50 owing to the easier position of the crude material.

AMBER, ANISE.—Rectified amber oil has been practically cleared, while crude grades have been advanced to \$2.75. A closer price has been named on anise to stimulate buying with \$1.45@1.55 quoted.

BIRCH, BIRCHTAR.—There was no material alteration in birch, prices holding on a level of \$5.50@5.55 for sweet. Birchtar was apparently higher at \$2.75 for the rectified, although crude grades were offered at 75 cents a pound.

CAMPHOR, CASSIA.—A reduction of about 2 cents has taken place on Japanese camphor to 20@22 cents in 72 pound cans. Weakness in the spice was responsible for a decline in cassia with technical held at \$2.60@2.65; lead free at \$2.85 and redistilled at \$3.35.

GERANIUM, LAVENDER.—Offers of Bourbon geranium have been made from London at lower prices and \$9 can be done. African varieties are obtainable directly from British sources, but the market has not yet undergone any change, previous prices of \$10 being repeated.

HEMLOCK, SPRUCE, PINE NEEDLES.—A downward revision has been named in hemlock and spruce oils as the result of the freer position of raw materials. Pine needles from *pinus sylvestris* continues in very limited supply and replenishment prospects are none too bright.

PEPPERMINT, SPEARMINT.—A net advance of \$2.50 to \$3.00 a pound has featured the market on these oils following the announcement of an advance by Western producers to a minimum of \$10 a pound. A continued advance is anticipated in spot quotations since export demand has been running at an unusual rate.

SICILIAN OILS.—Primary markets have cabled a substantial advance on lemon, but the local market has not gone up in proportion as there are offerings of lemon at as low as \$1.35@1.40 a pound. Bergamot has eased

(Continued on page 24.)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.

Almond, Bitter, per pound.	\$10.00-12.00
" F. P. A.	11.00-12.50
" Artificial	1.75-2.00
" Sweet True	1.50-1.60
" Peach-Kernel	.45-.50
Amber, Crude	2.75
" Rectified	4.50
Anise	1.45-1.50
" Lead free	1.55-1.60
Aspic (spike)	1.15-1.50
Bay, Porto Rico	2.85-3.00
Bergamot, 35-36%	6.50-7.00
Birch (Sweet)	5.50-5.55
Birchtar, Crude	.75
" Rectified	2.75
Bois de Rose, Femelle	5.00-5.25
Cade	1.00-1.10
Cajeput	.85-.95
Calamus	4.75-5.00
Camphor, Jap. "white"	.20-.22
Cananga, Java	5.65-5.80
" Rectified	6.50-6.75
Caraway Seed	7.75-7.90
Cardamom	24.00
Carvol	14.00-15.00
Cassia 75-80% Technical	2.60-2.65
" Lead Free	2.85-3.05
" Redistilled	3.35-3.45
Cedar Leaf	1.10-1.25
" Wood	.22-.24
Celery	20.00-22.00
Cinnamon, Ceylon	nominal
Citronella, Ceylon	.48-.50
" Java	.70-.72½
Cloves, Zanzibar	2.10-2.25
" Bourbon	2.75-3.00
Copobia	.95-1.05
Coriander	none available
(60.00 has been paid)	
Croton	1.35
Cubels	8.50
Commum	10.00
Erigeron	5.50
Eucalyptus, Australian, 70%	.60-.65
Fennel, Sweet	3.50-3.75
Geranium, African	10.00-10.50
" Bourbon	9.75-10.00
" Turkish (palma rosa)	5.25-5.30
Ginger	8.00-8.25
Gingergrass	3.25
Guaiac (Wood)	5.75-6.00
Hemlock	.95-1.10
Juniper Berries, Rectified	9.25-9.50
Lavender, English	24.00
" Fleurs	6.75-7.00
" Spanish	1.50
Lemon	1.40-1.55
Lemongrass	1.35-1.40
Limes, Distilled	1.60-1.65
" expressed	5.00-5.05
Linaloe	4.75
Mace, distilled	2.15-2.25
Mustard, genuine	—
" artificial	13.50-13.75
Neroli, petale "Bigarade"	130.00
" Bigarade	120.00
" artificial	18.50-19.00
Nutmeg	2.15-2.25
Opoponax	nominal
Orange, bitter	2.00-2.25
" sweet, Italian	2.90-3.00
" sweet, West Ind.	1.80-1.90

Origanum	.20-.55
Orris Root, concrete, foreign (oz.)	5.15-5.25
Orris Root, concrete, domestic (oz.)	5.00
Orris Root, absolute (oz.)	40.00-45.00
Parsley	8.00-8.50
Patchouly	22.00-23.00
Pennyroyal, American	1.65-1.80
" French	1.25-1.40
Peppermint Oil	8.75-9.00
" redistilled	9.50-10.00
" twice rectified	10.00-10.50
Petit Grain, So. American	3.75-4.00
" French	6.50-8.00
Pimento	3.00-3.25
Pine Needles, from Pinus Sylvestris	2.25-2.50
Rose, Bulgarian (oz.)	24.00-25.00
" French	22.00-24.00
Rosemary, French	1.40-1.50
" Spanish	1.25-1.35
Rue	4.00-4.50
Sage	4.25
Safrol	.62½-.65
Sandalwood, East India	12.00-12.25
" West India	6.50
Sassafras, artificial	.44-.45
" natural	2.10-2.25
Savin, French	6.00-6.25
Snake Root	20.00-21.00
Spearmint	9.00-9.50
Spruce	.95-1.00
Tansy	4.25-4.50
Thyme, French, red	1.90-2.00
" white	2.15-2.30
" Spanish, red	1.80-1.90
Vetivert Bourbon	17.00-18.00
Wintergreen (genuine gaultheria), domestic	9.00-9.25
Wormseed	4.50
Wormwood	6.00
Ylang-Ylang, Bourbon	15.50-16.00
" Manila	28.00-30.00

AROMATIC CHEMICALS.

Acetophenone	8.00-10.00
Amyl Salicylate, dom.	2.50-2.75
" for.	7.00-8.00
Anethol	2.50-2.75
Anisic Aldehyde	7.25-7.40
Benzaldehyde, domestic	1.50-1.75
" F. F. C.	
" domestic	1.75-2.00
Benzyl Acetate, domestic	3.50-3.75
" foreign	nominal
" Alcohol	3.50-5.00
" Benzoate	5.00-9.00
Borneol	4.00
Bornylacetate	5.50
Bromostyrol	nominal
Cinnamic Acid	nominal
" Alcohol	45.00
" Aldehyde	3.50-3.65
Citral	3.75-4.00
" C. P.	4.00
Citronellol, domestic	26.00
" foreign	30.00
Cumarin, natural	nominal
" artificial, dom.	10.00-11.00
" artificial, for.	—

Diphenylmenthane	3.75-4.00
Diphenyloxide	4.50-5.00
Ethyl Cinnamate	9.00-10.00
Eucalyptol	1.35-1.45
Eugenol	5.25-5.40
Geraniol, domestic	3.50-4.00
" foreign	4.75-5.52
" from palma rosa	9.00-10.00
Geranyl Acetate	8.25
" foreign	nominal
Heliotropin, domestic	5.50-5.75
Indol, C. P. (oz.)	15.00-
Iso-Butyl-Salicylate	nominal
Iso-Eugenol	9.75-
Linalol, from bois de rose	6.00-6.25
Linalyl Acetate	8.50-12.00
" Benzoate	nominal
Methyl Anthranilate	45.00-55.00
" Cinnamate	7.25-
" Heptenone	10.00-12.00
" Heptene Carbon	nominal
" Paracresol	16.00
" Salicylate	.45-.50
Myrbane, rect. drums	.20-.21
Musk Ambrette	100.00
" Ketone	nominal
" Xylene	35.00
Nonylic Alcohol	nominal
Phenylacetaldehyde	40.00-45.00
Phenylethyl Alcohol	48.00-
Phenylacetic Acid	nominal
Rhodinol, domestic	nominal
" foreign	25.00
Skatol, C. P. (oz.)	nominal
Terpineol, C. P.	.80-.90
Terpinyl Acetate	3.25-
Thymol	11.50-11.75
Vanillin (oz.)	.70-.75
Violet, artificial	12.00-18.00

BEANS.

Tonka Beans, Angostura	1.30-1.50
" Para	.70-.75
Vanilla Beans, Mexican	4.25-5.00
" Cut	3.25-3.50
" Bourbon whole	2.75-3.25
" Bourbon cuts	2.50-2.75
" Tahiti	1.60-1.75

SUNDRIES.

Alcohol, cologne spirits, gallon	5.00-5.10
Ambergris, black (oz.)	12.00-15.00
" gray	28.00-30.00
Chalk precipitated	.05½-.10
Civet, horns (oz.)	3.00-3.15
Lanolin	.39-.55
Menthol	5.85-6.00
Musk, Cab., pods (oz.)	
" grains	25.00-28.00
" Tonquin, pods	26.00-28.00
" grains	42.00-45.00
Orris Root, Florentine, whole	.27-.28
Orris Root, powd. and gran.	.35-.40
Rice starch	.24½
Talc, Italian (ton)	nominal
" French	nominal
" domestic	20.00-40.00

THE MARKET.

(Continued from page 22.)

slightly, with offers at \$6.50@7.00 as to holder, while orange is in somewhat firmer position with bitter varieties held at \$2@2.25; sweet Italian at \$2.90@3.00 and sweet West Indian at \$1.80@1.90 a pound.

Aromatic Perfumery Materials

Manufacturers of synthetic aromatic perfumery materials are gradually getting a better grasp of the situation which has opened up as the result of the availability of a greater abundance of raw material supplies. The benzol and phenol group representing the "rose" and "geranium" productions have tended steadily downwards and the end is not yet, for the necessary protective measures seeking to insure the future market ability of American aromatics at something like remunerative returns to the producer has not yet been afforded.

The phenol group has reflected the weak position of the base product which has sold down to 7½ cents a pound in a large way at which level offerings have been comparatively free. The salicylates were the first to reflect the weak position of phenol with another markdown amounting to about 10 cents a pound. Domestic geraniol has dropped to \$3.00@3.25 a pound, while rhodinol has been offered down to \$18. Offers of phenylacetaldehyde 50 per cent pure have been made down to \$40@45, against the previous level of \$60@65. Terpineol is also a decidedly weaker market with offers pressing at as low as 80@90 cents, contrasting with previous valuations of \$1.15@1.25.

The benzol group has steadily reflected the increasing offers of the base material at substantial concessions. There are myriad usages for benzol, the manufacture of aromatic chemicals being one, and at present price levels it is likely that demand for legitimate purposes will show a sudden revival. The declines during the past month in benzaldehyde to as low as \$1.50@1.75 a pound together with the rapid depreciation of prices for benzaldehyde to as low as \$2.75 a pound have all been the subject of considerable attention during the month.

Perhaps the topic which has been under most general discussion in the trade has been that of impending competition from the other side. Even at present valuations it is well known that domestic aromatic perfumery products are still several hundreds of per cent above the prices at which they were being offered by German, Swiss and other manufacturers prior to the war. The present protection of 20 per cent is highly insufficient according to leading producers who point out that theirs is entirely a waiting game until it can be ascertained what action the tariff commission will take with respect to protection.

Members of the trade are in receipt of advices from Washington that a bill has been framed for increasing the duty on chemicals and dyestuffs. Special hearings are soon to be held at which will be present experts from the Tariff Commission as well as manufacturing interests. Nothing definite as to the extent of proposed tariff increases is available at this time but it is understood that some influential interests are making a strong bid to bring the protective measure up to at least 50 per cent which is regarded as sufficient to safeguard home industries from impending German competition.

The concessionary spirit which developed during the past month in the benzol and phenol group did not extend to all items. Citral is an exception, with an advance noted to \$4.00; benzyl benzoate is also an exception, an advance of \$2 having been named to \$9@9.50 a pound; foreign geraniol has advanced to \$4.75@5.00 owing to scarcity. Coumarin was weaker at \$9@11 a pound. There was no fresh alteration in the schedule of makers' prices for vanillin.

Vanilla Beans

Decidedly stronger tendencies have developed in the Marseilles market for Bourbon vanilla beans as the result of increasing demands from European as well as American operators. According to last cables an advance had been named in prime stock to 30 and 32 francs a pound with a further advance regarded as likely owing to the

fact that stocks had been drawn down to an appreciable extent by heavy takings of American operators. American extract manufacturers have taken cognizance of the attractive price level of Bourbon vanilla beans in contrast with that of the Mexican variety and purchasing has started up again after the brief relapse incident to the armistice period. At the present writing whole Bourbon vanilla beans are about 10 cents a pound higher than a few weeks ago at \$2.85@3.25 a pound, while the "cuts" with the exception of a few lots which have been offered at \$2.50 are generally maintained at the same price level. New York operators are of the belief that present selling prices for prime Bourbon stock may soon go by the board, it being freely predicted that a level of at least \$3.50 should soon be established for this variety.

The past few days has seen the departure of several prominent Mexican vanilla bean operators to our revolutionary ridden sister to the South. These operators have long held extensive vanilla bean interests in Mexico, but due to the political upheavals in that country were unable to devote the proper attention to their investments. With the approach of new crop, and with the removal of the Government embargo against the shipments of vanilla beans by water it is hoped the Mexican vanilla bean tangle will be straightened out. It is too early as yet to make any accurate predictions as to the size of the crop, but there has been nothing in the news from Mexico which would tend to discredit previous reports of an indicated shortage of about 33 1/3 per cent. Last quotations for Mexican whole beans were on a basis of \$4.25@4.50 a pound, while cuts were held at \$3.25@3.50, depending on holder. Tahiti vanilla beans have continued in comparatively strong hands due to concentration of stocks. The white varieties has been quoted at \$1.60@1.65 a pound, but yellow and green descriptions seem to have been practically cleared from the market. Angostura tonka beans were available at a concession of about 25 cents a pound as compared with previous price levels, although no alteration was traced in the Para variety.

FOREIGN CORRESPONDENCE.

(Continued from page 22.)

gallon (a very high figure). The actual total, as has already been stated, is 35,000,000 gallons. Exportation will undoubtedly be retarded by the lack of staves for barrels and by the difficulty of obtaining transportation. So far, in this latter respect, cessation of hostilities has not brought about any noticeable improvement.

ITALY.

ESSENTIAL OIL INDUSTRY.—To encourage the essential oil and perfumery industry in Italy, the following concessions have been granted by decree: (1) Cultivators of flowers for essential oils and perfumes are exempted from land tax for ten years, and in certain cases from income tax on the proceeds of such cultivation for five years. (2) Italian manufacturers of essential oils from oils and herbs, and manufacturers of perfumes are exempted from customs and octroi taxes on machinery and building materials, from income tax for five consecutive years, and from taxes and supertaxes on their buildings for five years.

OLIVE CROP.—The Italian olive crop amounted to 1,285,500 tons in 1917, compared with 1,292,200 tons in 1916, and as compared with 1,085,400 tons which was the average for the eight-year period 1909-1916. The provinces of Apulia, Calabria, Sicily, Tuscany and Liguria, in the order named, yielded the largest quantities.

SICILIAN LEMON CROP.—Consul Robert R. Bradford, Catania, says: The 1918 Sicilian lemon crop will be slightly larger than that of 1917, and the quality will be considerably better.



WAR COMMITTEE MEETS

A meeting of the War Committee of the Soap and Candle Industry was held in New York March 4. The following members were present: Mr. Sidney M. Colgate, Mr. Russell Colgate, Mr. L. McDavitt, Mr. Sidney A. Kirkman, Mr. Thompson, Mr. Stuart, Mr. Goldbaum, Mr. Fels and Mr. Ralph Kirkman; the latter officiating as secretary pro tem.

Mr. Colgate, chairman of the committee, opened the meeting and called for a report from Mr. Thompson on the recommendations of the sub-committee, consisting of Mr. McCaw, Mr. Thompson and Mr. Sidney A. Kirkman, as to the future organization of the committee.

Mr. Thompson reported briefly, and then made the following motion, which was seconded by Mr. Fels, and carried:

Resolved, That, in view of the fact that hostilities have ceased and that the necessity for forcing the manufacture of glycerin no longer exists, the committee recommends to the Food Administration that the committee be dissolved and that the Food Administration, if it concurs in this action, so notify the firms engaged in soap and candle manufacture.

After a formal discussion of various topics, the meeting adjourned.

PRODUCING MORE FATS AND OILS

Suggested ways of producing more fats and oils are being impressed upon the vegetable oil industry and consumers by the United States Department of Agriculture, through the Bureau of Chemistry, following an extensive survey of the pre-war situation and war-time conditions made in collaboration by Herbert S. Bailey, chemist in charge of the oil fat, and wax laboratory of the Department of Agriculture, and B. E. Reuter, formerly chief of the fats and oils division of the United States Food Administration.

Particular emphasis is laid on the increased recognition given to peanut oil. Every kind of oil and fat produced in the United States, both vegetable and animal, is discussed, and in many cases means are pointed out of increasing the supply either by producing larger quantities of the raw material or by better methods of recovering.

Cottonseed oil, the production of which is several times larger than the production of all other vegetable oils in the United States, receives rather lengthy treatment with suggestions for increasing the supply, the use of only good seeds, better methods of storing at the gins, crude mills and refineries, and the use of more efficient extraction methods.

The importance of peanut oil is discussed as well as castor, coconut, coquito, corn, grape seed, linseed, mustard

seed, olive, palm kernel, rapeseed, sesame, shea nut, soy bean, sunflower seed, bone grease, cod and cod liver oil, garbage grease, herring oil, lard, menhaden oil, neat's foot oil, neutral lard, oleo stock, packers' and renderers' greases, sperm oil, tallow, whale oil, wool grease and recovered grease.

MAKING CAUSTIC SODA IN AMERICA

Development of a strictly American process for producing high-grade caustic potash from American raw materials has been reported to the United States Bureau of Mines by the C. F. Burgess laboratories at Madison, Wis. This material was imported before the war among the many chemical products obtained exclusively from Germany. It was received in the form of pure white sticks, having a content of 85 per cent or more of KOH, and was designated as of U. S. P. quality. The raw materials employed are crude caustic from wood ashes, and alunite. While the tonnage demand for the product is small, exports in the Bureau of Mines point out, it has important applications in laboratory practice, especially gas analyses, and in various pharmaceutical and chemical preparations, including shaving soap.

The Portland Cement Company, of Santa Cruz, N. M., has informed the Shipping Board that it has been experimenting for two years on the manufacture of potassium sulphate from its flue gases, and has had in successful operation for over six months a complete installation of six kilns. This company contemplates improvements and additions to its installation, but feels that it cannot go ahead unless assured of protection from competition with European potash.

SOAP SELLING CAMPAIGNS

The A. N. P. A. Bureau of Advertising has issued its report on "Soap." The report thoroughly covers the soap consumer market and one section of particular interest to manufacturers and distributors reads:

"There is a wide demand for chip soaps—soaps that will wash fine goods at a minimum of labor. It is growing, and as it grows it will probably make the way harder for the old-fashioned soaps. Only one or two brands are entrenched in the market today, but these are remarkably well entrenched. Moreover, they seem to have made a reputation for quality in the minds of the dealers. There are some criticisms as to the price of these chip soaps, but their widespread sale seems to be the answer to this.

"There is plenty of room in the market for the newcomer, and the weight of the evidence seems to be that it is possible to create entirely new markets. The bureau's detailed report is strong evidence in favor of newspaper advertising for the soap manufacturer. It is a guide

that each one can take and use in reaching a conclusion as to what are his logical markets. Once a logical market is ascertained, the way to that market is through newspaper advertising that reaches the consumer and gets the good-will of the dealer at the same time. The Bureau will be very glad to supply copies of the detailed investigation to manufacturers, or to co-operate with them in any way in gathering further data that will help them in solving merchandising and advertising problems."

GERMAN POTASH INDUSTRY

At the recent general meeting of the Potash Syndicate, the chairman reported on the highly unfavorable condition of the industry. Whereas, in October, despite the scarcity of labor and coal, it was still expected that the distribution in 1918 would considerably exceed that of the previous year, and reach the level of 1,200,000 tons of pure potash, business came practically to a standstill in November and December. Consequently only 1,001,900 tons were disposed of, against 1,094,200 tons in 1917. Since November 18 the supply of wagons has stopped, and most of the works have had to close for lack of coal, so that it has been impossible to manufacture any stocks, and the large numbers of workmen returned from the front have had to be employed, unprofitably, at high wages. The wages agreement entered into between the potash works and the men's associations, which—apart from the introduction of the eight-hours' day—gave an increase far in excess of the 3 mk. per day fixed by law in July last, has been largely disregarded by the men, and acts of violence have taken place at several of the works. These works are confronted with the problem of either closing or granting the workers' demands, which will lead them to financial ruin. Thus, it happens that the potash industry is not in a position to cater for the export trade, or to supply the home market. The reduction in the hours of labor, the lessened output per man, and the scarcity, high price and poor quality of coal, have increased the cost of production above the present fixed selling price of potash, so that the industry is being carried on at a loss, which will soon bring it to an end.

OIL SEED INDUSTRY OF RHODESIA.

In view of the fact that even before the war it was becoming difficult to cope with the world's demand for oils and fats for the manufacture of margarine, and that this difficulty has been increased during the war, it is interesting to note that the cultivation of oil-seeds promises to become an important industry in Rhodesia. At present ground nuts and sunflower seed are the only oil-seeds produced commercially, but experiments conducted at the Agricultural Experiment Stations indicate that other oil-seeds may be grown successfully. Castor seed, sunower seed, sesame seed and linseed grown at the British Government Experimental Gardens in Northern Rhodesia have recently been received at the Imperial Institute, and the results of examination in the Institute's laboratories are given in the new number of the Institute's *Bulletin*. The samples were entirely satisfactory.

Before the war, sesame seed was chiefly crushed on the Continent, says the *British Board of Trade Journal*, owing to the fact that in several Continental countries the inclusion of a certain quantity of sesame oil in margarine was compulsory, in order to facilitate detection of the margarine when used to adulterate butter. Sesame seed is, however, now being crushed in the United Kingdom—to which the Rhodesian seed will no doubt come after the war.

NEW SOAP POWDER PROCESS.

Manufacture of soap powder from liquid grain soap by centrifugal force. By Engineer Reinhold Ockel, Bonn.—The grain soap is sprayed from a pressure boiler against a rapidly revolving disk which throws it against a heated wall. To produce soap powder from grain soap matter mixed with soda or clay the mixture is sucked by vacuum on a rapidly rotating disk which projects it against a heated or cooled wall, from which it is taken by a scraper. The soap is placed in a boiler and heated by a steam coil. The pressure generated by the heating process throws the soap on a rapidly revolving disk in a vacuum tank. Near the disk the wall of the tank is surrounded by a heating jacket and fitted with two scrapers. The soap spreads instantly on the disk and is projected in a thin layer against the heated wall, where it is made still more thinly liquid by the heat and separated into extremely fine flakes which are taken up by the scrapers. The flakes drop into the lower part of the tank and may be further cooled and dried by a limited quantity of air sucked in through a perforated coil. The vacuum pump takes the air from the top of the tank and forces it from below into the counter-current condenser. Here the water is separated in liquid form and the escaping dry air may be forced back into the boiler to increase the pressure. After the charge is finished the tank is emptied through this opening. German Patent No. 304,762.

WASHING CAKES OF SOLUBLE GLASS.

"Manufacture of easily soluble washing cakes of soap-like softness by the use of soluble glass." Dr. A. Kauffmann & Co., Asperg in Wuertemberg.—Soluble glass is formed into pieces with an addition of small quantities of calcinated salts dissolving in water, for instance calcinated sodium sulfate. The substance solidifies in a short time, according to its silicic acid content, and can then be pressed, stamped or cut. The washing cakes thus obtained are said to be a good substitute for soap. Their alkalinity equals that of good grain soap and the alkaline base is a colloid of mild, but sufficiently cleansing power. The substance is smooth, soft and easily soluble, causing no tears when the clothes are rubbed. German Patent 305,461.

Manufacture of Washing and Cleansing Powder.

Adolph Heckt, Kiel: Highly concentrated lye of caustic potash or caustic soda is stirred into a concentrated solution of calcinated sodium sulfate with additions of oxalic acid, ammonium chloride, borax, etc. When the mixture solidifies an amorphous powder is formed through the continued mechanical stirring of the product. By an addition of hydrochloric acid or acids acting in a similar manner the coloring substances of the raw materials are precipitated or transformed into white, non-coloring matter. In the course of the process soluble glass, sodium bisulfate or sodium sulfate may be added singly or mixed. These additions are said to make the linen shiningly white, even when hard water is used which otherwise easily gives a yellowish tint to the clothes washed.

Test for Unsaponifiable Matter.

Determination of the unsaponifiable matter in oils and fats. J. Davidsohn.—The troublesome washing of the volatile soap extract for the thorough removal of the soap can be avoided if the soapy extract obtained on the completion of the analytical determination is titrated directly with hydrochloric acid. Methyl orange has to be used as an indicator.—*Chem. Umschau*.

ON THE ANALYSIS OF FACTS*

By Prof. Dr. W. HERBIG, Chemitz

The object of the following article is to explain in detail two methods of analysis which have been much discussed in the trade literature lately. It concerns:

1. The determination of the saponification number;
2. The determination of the saponification total fatty acids and the unsaponifiable matter.

W. Fahrion reports on the resolutions adopted by the Society of Leather Industry Chemists at a general meeting held in London in 1912. A committee was instructed to propose means for the reduction of the differences in the various methods of determination, especially in the determination of the saponification number. Nine analysts were entrusted with this work, and six of them (two Germans, a Hollander, an Italian and two Englishmen) sent in the results obtained by the determination of the saponification number of German codliver oil, whale oil, herring oil, sardine oil and Japan blubber. The points to be decided were the most serviceable concentration of the lye and acid, and the duration of boiling. All of the six analysts used $\frac{1}{2}$ alcoholic potash lye. While five of them used 25 ccm. potash lye for 1 to 3 grams substance weighed, only Fahrion used 40 ccm. of 2 lye with 3 to 4 grams of weighed sample. The duration of boiling varied from five minutes to two hours.

Fahrion now makes definite recommendations based on these experiments. With three grams of matter the lye used should contain as little water as possible (less than 10%). When real fats are used it is unnecessary to boil the mixture for two hours, or even for half an hour. The moment of the beginning saponification, he holds, can easily be observed from the fact that the fat is transformed into a solution which is perfectly clear and transparent. A few minutes more of boiling make it certain that no more unsaponified fat is present. Fahrion mentions that an American, D. Woodroffe, considers a boiling duration of ten minutes insufficient, but thinks that even fish oils do not have to be boiled more than half an hour. In this connection I would like to make the following remarks:

When triolein is taken as saponification object 3 grams of this substance require 0.75 grams KOH, but 25 ccm. of N/2 KOH contain only 0.7 grams KOH. The surplus of 0.13 grams KOH therefore is too small, and Fahrion was justified in using for his experiments 40 ccm. of N/2 KOH, or 1.12 grams for 3 grams of substance weighed. The same quantity has been chosen by me long before in a proposition for a uniform saponification method. The boiling duration of only five minutes mentioned by Fahrion did not seem sufficient for the saponification, however, if alcoholic lye is used without any other additions. Fahrion's remark that the beginning of the saponification process is clearly visible, that the fat is dissolved and that five minutes more of heating then assure the complete saponification also required further investigation.

It is known that pure glyceride of fatty acid is dissolved smoothly in a neutral alcoholic soap solution, even without saponification. If the experiment is arranged according to the conditions required for the saponification of 3 grams of neutral fat, very considerable quantities of this neutral

fat may be dissolved in the soap solution. For instance, when 3 grams of triolein are saponified with 40 ccm. of N/2 alcoholic potash 3.2 grams of oleate of potash and 0.3 grams of glycerin are obtained, with a surplus of about 0.5 grams KOH. When tristearin is used the proportions are shifted only in such small quantities that these may be overlooked. By dissolving 10 grams of pure oleic or stearic acid in absolute alcohol and neutralizing the mixture with alcoholic potash lye solutions were obtained which contained 11.5 grams of oleate or stearate of potash. Twenty-five ccm. of these salt solutions would correspond with 2.9 grams of oleate or stearate of potash. With an addition of about 0.3 grams of glycerin a solution would be obtained equal to that which has to form, without an excess of KOH, at the complete saponification of tristearin.

After these experiments 0.2 grams, 0.5 grams, 1 gram, 1.5 grams and 2 grams of triolein, tristearin and pure poppy-seed oil were added to quantities of 25 ccm. of the solutions mentioned and heated. All samples, up to 1.5 grams, are dissolved completely clear in the soap solution while being heated, triolein and poppy-seed oil even after slightly warming. They only separate when cooling. The process is quicker or slower, according to the quantities used, and can easily be observed with oleate of potash, because the latter remains clear and liquid when cooling. The fact that in the determination of the saponification number a complete solution is obtained by boiling after, for instance, 1.5 to 2 grams of the substance weighed in have been converted with the alcoholic lye, cannot be taken as a sure sign that the saponification is nearly completed and that a further boiling period of 5 minutes will be sufficient. To obtain absolute certainty in regard to the time necessary for the saponification of ordinary fats I have used carefully weighed quantities of triolein and watched the growth or stability of the saponification number within definite periods.

About 1.5 grams of Kahlbaum's triolein were mixed with 25 ccm. of N/2 potash lye and 20 ccm. of solution of the oleate of potash and boiled 5, 10 and 20 minutes. The same quantity of triolein was saponified one hour with 40 ccm. N/2 potash lye only. The saponification numbers obtained were:

Experiment number	Saponification lye used	Duration of heating	Saponification number
1.	40 ccm. N/2 KOH without solution of oleate of potash	1 hour	196
2.	25 ccm. N/2 KOH with 20 ccm. solution of oleate of potash	5 minutes	192
3.	do	10 minutes	194
4.	do	20 minutes	192

The saponification number of pure triolein is 190. The saponification period of five minutes mentioned by Fahrion would therefore be sufficient for triolein. It is possible that the glycerides of a number of other fatty acids act in exactly the same manner as triolein, making 5 minutes sufficient for the saponification, but it still has to be determined whether the glycerin esters of all fatty acids, without exception, follow this rule. That the saponifica-

*From Der Seifenfabrikant, vol. XXXVIII, Nrs. 43/44, October 30, 1918, p. 497.

tion proceeds very rapidly with alcoholic potash soap solution has already been proven by Rusting.

Rusting dissolves 56 grams KOH in 56 grams of water, shakes the mixture with $\frac{3}{4}$ liters of alcohol and filters it. Then 140 grams of olive oil are added, enough to bind one-half of the caustic potash. After vigorous shaking the solution is left standing for 24 hours and filled up to the mark. While making experiments in regard to the correct saponification of wool fat I have proved already in 1894 that even the cholesterol esters of higher fatty acids, the saponification of which is generally considered very difficult, can be saponified completely, if a solution of petroleum ether is used. At that time I made the following proposition to fix a uniform saponification number:

"1.5 to 2.5 grams of substance are dissolved in an Erlemayer tube of Jena glass in 30 ccm petroleum ether (ordinary fats in low—and waxes in high-boiling up to 100°—petroleum ether). After 40 ccm of n/2 potash lye (anhydrous) have been added the solution is boiled 5 to 10 minutes in the reflux condenser. Then it is treated with 50 ccm of absolute alcohol and eventually reheated until it becomes clarified. Finally, after adding 1 ccm of 1 per cent phenolphthalein solution, it is titrated with n/2 hydrochloric acid."

Other analysts later joined in my proposition of 1898 and agreed with me that for difficultly saponifiable substances, waxes, etc., higher boiling solvents, like benzene, xylene, etc., should be added to the saponification lye.

The use of higher boiling solvents for the saponification is well founded, because the reaction velocity of the different processes increases with the temperature. For this reason a proposition of H. F. Slack is worthy of notice. Slack accomplishes the saponification with benzile alcoholic n/2 potash lye in a boiling period of 5 minutes. Benzile alcohol boils at 209°.

(To be continued.)

Ascertaining the Saponification Number.

Determination of the saponification number. W. Fahrion.—In order that the differences in the results obtained by different analysts in the determination of the saponification number may be reduced as much as possible the following directions should be observed: 1. The substance weighed in should amount to at least 3 grams; 2. the lye is to contain less than 10 per cent water; 3. the matter should only be kept boiling until the soap is dissolved completely; 4. in the retitration the water content of the solution must not rise above 50 per cent.—*Chem. Umschau.*

Getting the Iodine Bromide Number.

Determination of the iodine bromide number. L. W. Winkler.—The author again calls attention to some points of his potassium bromide process and to the importance of avoiding any loss of bromine. He recommends that the duration of the action of the bromine is fixed uniformly at two hours. With some oils the action is completed after ten minutes, while with others it increases considerably up to two hours.—*Zeitschrift für Untersuchung der Nahrungsmittel und Genussmittel.*

British Palm Oil Import Rule Modified

The British food controller announced recently that in regard to all shipments of palm oil made after March 10, 1919, the provisions of the oils and fats (requisition) order 1917 would not be put into operation on the arrival of the goods and importers and others might dispose of them, either before or after arrival, in ordinary course of their business to purchasers in the United Kingdom, without any license on the part either of the seller or the buyer, subject, however, to the existing maximum prices.

HELLENIC SOAPS PROTOTYPES OF OURS

The soaps of the Holy Land and of the Hellenes have not changed since the days of the apostles or of Alexander the Macedonian. They preserve the same simple shapes and forms, and are innocent of any other than the plain olive oil. The ever fresh fragrance, however, is nature's own peculiarly refreshing perfume. The Arab soapmaker's molded trademark and name appear on his goods, in the beautiful Arabic characters—of all Eastern scripts the most charming to the eye.

The Hellenic soaps are the prototypes of those in use today all over the world. There is little originality or variation in soapdom; the items which really deserve mention, can almost be counted on the fingers of one hand, in spite of some 30,000 known brands for the entire globe.

It should be noted that floating soaps are not an American or a European invention. The Levant has had them since the remote past, buoyancy being secured by incorporating air in the mobile hot mass just before cooling and molding.

The harem soaps, from Stamboul, are always ornamental, of mild cedar-like fragrance, and made in small shapes to fit conveniently the hands of their users. There are a score of other forms of these seraglio soaps—stars, crescents, floral stamp-outs, twists, ovals, Arabic inscriptions, mottoes for the faithful, educational series, etc. All are pure olive oil soaps. The soap of the zenanas of Hindustan—in Levantine and the far eastern countries, whatever is used in the quarters of the fair is the criterion for excellence, ranking with the boudoirs and salons of Paris—is slightly larger, unperfumed, made from copra oil stock, quite plain, and shaped uniformly in a hemisphere. The chief characteristic is the dazzling snowy whiteness, such as only the use of an Oriental copra oil can give to a soap.

Soap paper, or paper soap, first materialized on the continent of Europe about half a century ago. Although in limited use in the United States for the past score years or so, it has never here acquired the vogue of the now familiar paste, powder and liquid soaps, the chip and flake soaps, et al. It is obtainable in roll and in sheet form, the latter either loose leaves or wire stitched. One trifling piece about the size of a cigarette paper is sufficient for washing hands and face; it lathers quickly in cold or warm water, and the tissue paper base promptly fades into an insignificant pellet or wad smaller than a match head.

Soap making and candle making are twin industries in Europe; the book literature of the two, even, is usually in the same volume. In America the same condition prevails, though to a less extent, because of the smaller consumption of candles here.

China has few soaps as we know them. The refuse rice bran, in disks about six inches in diameter and something like a quarter of an inch thick, has been their chief ablutionary detergent since remote ages past. A small handful of bran is placed in a cotton sack, washed in warm water, then passed over the skin as a sponge might be.

Among soap anomalies may be mentioned human fat toilet soap, known over continental Europe the past century or more and indicated by some medicos as a superior enrollment. This sounds callous, but the art of soap making is not particularly noted for fine sentiment. The fat stock was obtained from cadavers of hospital and morgue derelects and tried out like any other fat. Candles for special purposes have also been made from human fat.—*Scientific American.*

Alsace Potash to Be Withheld Two or Three Years.

Government officials close to the French government assert that absolutely no export shipments of potash will be permitted to leave the Alsatian potash fields for the next two or three years at least. The entire output is to be used to rehabilitate French farms.

THE SPLITTING OF FATS WITH SULFO-AROMATIC ACIDS

By Professor Dr. L. UBBELOHDE and Dr. W. ROEDERER

(Continued from page 409, February, 1919.)

Some remarks on emulsion and equilibrium in the splitting.

It is a remarkable fact that in the fat splittings the equilibrium is seemingly influenced by the quantity of the saponifier. A higher degree of splitting was accomplished in all cases with more saponifier. This fact contradicts the law that a catalyzer simply influences the reaction velocity, but is not able to displace the equilibrium.

As already stated above, the emulsifying action of the saponifiers plays an important part in the splitting process. In this connection the observation is of interest, that the emulsification of the fatty acids by the saponifiers is much more difficult than that of the neutral fats. The emulsion of the samples drawn off shortly after the start of the splitting process, at a time when much neutral fat was still present, proved to be very stable in every case, while the samples taken toward the end of the splitting invariably separated into two strata within a short time. It is therefore not to be surmised that the equilibrium has been reached, when the splitting process stops. The splitting activity only has decreased so much on account of the decrease of the emulsification that it has practically come to a standstill. A larger percentage of saponifier, however, is able to emulsify the solution of fatty acid in the fat to a higher content of free fatty acid than less saponifier. This explains why higher splitting results were obtained with a larger percentage of saponifier. The reaction would, of course, actually come to a standstill if, for instance, the concentration of glycerin should reach the degree corresponding with the equilibrium. This hardly happens in the normal course of technical splittings. The glycerin concentration at the start equals 0 and increases as long as the quantity of the separated glycerin is larger than that of the condensed water, but it eventually decreases as soon as more water is condensed than glycerin becomes free. This is demonstrated by the course of a splitting of 250 kilograms of palm kernel oil¹ which was carried out with 0.75% saponifier without an addition of water in the large apparatus described above. The contents of the fat in fatty acids and the concentration of the glycerine-water were ascertained from hour to hour, and the following table gives the values obtained:

Hours after starting	Free fatty acid in %	Glycerin contents of the glycerin-water in %
1.....	23.2.....	.....
2.....	23.6.....	.....
3.....	29.8.....	.....
4.....	36.5.....	24.3
5.....	42.0.....	27.8
6.....	46.6.....	29.6
7.....	53.0.....	32.6
8.....	55.1.....	32.8
9.....	58.8.....	34.4
10.....	59.6.....	32.4
11.....	62.4.....	32.4
12.....	65.4.....	31.8
13.....	71.1.....	31.3

14.....	70.3.....	30.7
15.....	70.8.....	30.2
16.....	70.1.....	29.4
17.....	72.8.....	28.8
18.....	74.2.....	28.1
19.....	75.4.....	28.1
20.....	76.3.....	27.3
21.....	76.3.....	27.0
22.....	78.9.....	26.3

The maximum of the glycerin-water concentration was reached after about nine hours (see Fig. 2), but at this time the formation of fatty acid evidently still continues strongly.

A noticeable retardation² only sets in after 15 hours. The two points therefore do not coincide temporally, but this does not contradict the above mentioned supposition that the glycerin concentration has an influence on the acid curve. The system depends on the point of time when the maximum of the glycerin curve is reached, still so far from the equilibrium that the concentration of the glycerin-water can have no influence on the fatty acid curve.

The final content of the glycerin-water in the present case was 26.3%, but in all formerly described cases the concentration was much lower, because water had been added at the beginning of the operation. In all of those cases the equilibrium therefore cannot have come into question.

It was intended to study the equilibrium more thoroughly, but to our regret the work had to be broken off on account of the war.

Summary.

Five different saponifiers, the naphthalene-sulfonic combinations of the oleic acid, the castor oil, the fatty acid of the latter, the hardened castor oil and the fatty acid of the latter, were produced under observation of equal conditions and compared in regard to their characteristics and actions in the splitting of fats which was carried out on the scale of the technic.

It was ascertained that the mentioned saponifiers do not differ in regard to the velocity of action and the degree of splitting practically attainable, if they are produced under the same conditions. The saponifiers showed considerable differences in regard to the coloring of the fatty acids and the glycerin-water, though the color of fatty acids split with saponifiers from oleic acid generally is almost twice as deep as when saponifiers from hardened or unhardened castor oil and its acids are used.

When saponifiers from unhardened oil or fatty acids are used the coloration of the glycerin-water always is three to six times deeper than with saponifiers from hardened castor oil and its acids.

For this reason the introduction of the "Arrow Ring Saponifier" which is produced from the fatty acid of the hardened castor oil means a considerable progress over the ordinary Original Twitchel-Reactive obtained from oleic acid.

The formerly much observed fact that saponifiers from different fats possessed different splitting velocities may have had its cause in the varied sulfuric acid contents of

the saponifiers then used. It has been ascertained that the sulfuric acid content of the saponifiers depends on the method chosen for their production, and that a higher percentage of sulfuric acid increases the splitting velocity.

The view that the action of the saponifiers depends on their emulsifying and dehydrogenating characteristics has been confirmed and it was observed that under the conditions generally used in the technic the splitting does not stop when the equilibrium is reached, but generally comes

to a practical standstill much earlier, because the emulsion becomes too weak. With a larger percentage of saponifier the emulsion can be kept strong for a longer time and thus a higher degree of splitting is reached.

1. The oil was furnished by Thoorl, Harburg, and had been acidified one hour with 1.5% of sulfuric acid of 60°. The acid drawn off showed 17° B_e.

2. The table even shows a minimum, but this probably is the result of a faulty analysis.

PARAFFIN AS A POSSIBLE SOAP MATERIAL

The question whether it would not be possible to replace the now very scarce fatty acids in the manufacture of soaps by other substances, for instance hydrocarbons (of which the petroleum consists), has been much discussed, but such a process always seemed illusory. At last, however, this formerly impossible problem appears to have been solved. Dr. M. Bergmann reports in the *Zeitschrift fuer angew. Chemie* that he has succeeded in oxidizing Galician paraffin, which consists of higher hydrocarbons, with the aid of atmospheric oxygen and to change it into a product that possibly may become a valuable raw material for the production of soap. The oxidation was accomplished in iron boilers through which air was conducted in a swift current at a temperature of 130 to 135 deg. C. In two to three weeks the paraffin was transformed into a brown, paste-like mass of acid characteristics which formed a well lathering soap when treated with alkalis. After the neutral substances had been removed the product, consisting principally of acids, was subjected to vacuum distillation. The hope that palmitic and stearic acids might be isolated by this process was not fulfilled, but Bergmann succeeded in discovering two new acids which are closely related to the former and were not known formerly.

"It is a long way from the laboratory experiment to the technically serviceable realization of a process," says the *Frankfurter Zeitung*. "It would be foolish to base exaggerated speculations on these preliminary reports, but it may be said that Bergmann's experiments are of considerable importance, and they may lead to unexpected technical innovations and revolutions, if the transformation of hydrocarbons into fatty acids should be accomplished generally. The first stage on this road appears to have been passed."

The manufacture of soaps from mineral oils has also been taken up from other sides. In a recent session of the German Pharmaceutical Society Dr. Herzog reported on the successful experiments made in this direction by Prof. Dr. Harries and he showed samples of synthetic soaps produced by this method.—*Pharm. Ztg.*

FILLERS IN MUCILAGE FORM.

Filling of soaps with vegetable matter, like wood, straw, etc., in mucilage form. By Dr. Carl G. Schwalbe, Eberswalde.—Wood, vegetable stems of all kinds, mill waste (chaff, bran), and products and waste of the industries using vegetable fiber (oakum, sawdust, old paper, wood pulp) are placed in a state of tumefaction and mucilage formation by a mechanical process, after they have been treated in the presence of water with acids, acidiferous salts or salts splitting off acids. The paste thus obtained is then added to the soap. For instance, sawdust is im-

pregnated at ordinary temperature in a drum with hydrochloric acid gas (1 per cent of the weight of the material), or sprayed hydrous hydrochloric acid (3 per cent of the weight of the material) and then heated by hot air, steam or hot water to temperatures between 50 and 100 degrees, until the material has become thoroughly brittle after about one hour. The substance is then transferred into a cylindrical paper pulp mill and ground with as little water as possible, until the mucilage formation sets in. This is accomplished in one quarter to half an hour, according to the original material used. The mucilage thus obtained is added to the soap substance and the latter may be brought into the pulp mill. German Patent No. 304,093.

IMPROVEMENT OF THE ODOR OF SOAP.

Dr. C. Stiepel, Berlin-Steglitz: The steaming process generally used for the purification of fats has hitherto not been applied to soaps, because even extended boiling of the latter in glue or grain form does not result in a noticeable improvement of the odor. No considerable volatilization of the smelling substances takes place in the boiling temperature. Experiments are reported to have shown, however, that a real improvement of the odor is attained if the treatment is carried out in high temperatures of 200 deg. C. and more. The liquid soap has to be kept under pressure to reach these high temperatures. Curd soap from ill-smelling fats, for instance, is heated in an autoclave to 200 deg. C. by external heating or the introduction of steam under tension. Then a valve is opened and the escaping highly superheated steam carries off the smelling substances. If the heating is accomplished by direct firing, hot water has to be introduced from time to time with the aid of a pressure pump. This has to be done in the same measure, as the contents of the autoclave are evaporated by the escaping steam. The process is continued until the escaping vapors become odorless.—German Patent 305,702.

REDUCTION OF FATTY ACIDS.

The action of the hydroxyl group in the reduction of oxy fatty acids with nickel catalyzer. T. Jurgens and W. Meigen.—In the reduction of the esters of the ricinoleic acid, and especially of the castor oil, with nickel catalyzer according to the method of Normann below 200° deg. only the double bond is saturated generally, but above this temperature the hydroxyl group is also reduced, sometimes even more quickly than the double bond. The ricinoleic acid is only little affected in low temperature, but in a higher temperature the hydroxyl group is principally reduced also in this acid. In the reduction of castor oils with nickel oxides after Erdmann's method the hydroxyl group is affected much quicker than the double bond.—*Chem. Umschau.*

Finds Magazine Valuable.

(From Adam A. Bialecke, Armour Soap Works, 1355 West 31st St., Chicago, Ill.)

I am enclosing herewith \$1 for renewal of my subscription to your valued magazine.

EXPORTS OF AMERICAN SOAP

The Special Statistical Service Section, Division of Statistics of the Bureau of Foreign and Domestic Commerce, Department of Commerce, has prepared the following statement showing the exports of soap from the United States to all countries, during December, 1918:

Countries.	Toilet Soap.		All Other Soap.	
	Value.	Pounds.	Value.	
Belgium	\$4,927	1,408,108	\$127,943	
Denmark	3,754			
France		1,627,157	139,361	
Iceland	2,669	62,150	6,001	
Italy	1,386	6,080	880	
Portugal	165			
Spain	7,449	10,650	731	
Sweden	2			
England	28,320			
Bermuda	977	20,484	1,689	
British Honduras	405	26,156	2,813	
Canada	16,100	994,317	105,404	
Costa Rica	815	45,703	3,180	
Gautemala	379	12,490	1,339	
Honduras	419	25,581	2,855	
Nicaragua	473	26,651	2,659	
Panama	7,027	463,450	39,001	
Salvador	1,117	50	4	
Mexico	15,857	3,635,648	374,692	
Miquelon, etc.		7,000	840	
Newfoundland, etc.	1,287	96,666	9,881	
Barbados	1,147	1,300	137	
Jamaica	4,706	3,716	424	
Trinidad, etc.	2,071	5,600	527	
Other British Indies	955	29,825	3,006	
Cuba	36,635	659,633	66,744	
Virgin Island	887	10,052	1,116	
Dutch West Indies	234	10,139	908	
French West Indies	152	139,760	15,429	
Haiti	1,814	249,875	27,489	
Dominican Republic	20,216	578,471	51,072	
Argentina	8,558	59,370	6,646	
Bolivia	2,561	6,415	558	
Brazil	552	25,009	2,082	
Chile	29,651	63,543	9,530	
Colombia	561	2,900	190	
Ecuador	2,375	54,360	4,724	
British Guiana	438	4,499	418	
Dutch Guiana	241	10,000	130	
Peru	15,955	72,922	7,446	
Uruguay		50,000	1,600	
Venezuela	3,867			
China	3,225	174	22	
Chosen	109	179	17	
British India	14,934			
Straits Settlements	2,145			
Dutch East Indies	4,157	1,213	90	
Hongkong	2,188	15,124	1,094	
Japan	49	255	27	
Russia in Asia	1,006	1,900	282	
Siam	125			
Australia	53	813	80	
New Zealand		343	24	
French Oceania	560			
German Oceania	43			
Philippine Islands	3,139	2,367	254	
British West Africa	657	2,920	293	
British South Africa	7,440	9,147	752	
British East Africa	139	230	17	
Canary Islands	403			
Liberia	40			
Portuguese Africa		40	7	
Total	\$267,516	10,540,435	\$1,022,403	

Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page.)

the increased cost of beans and a large number of the factories having closed down there, taking less gambles on the future than they previously did. Whereas, the buyers' views are still about 8½¢ per pound in cases, it is very likely that it will be difficult to buy at this price pressed soya bean oil for March-May shipment to the Pacific coast in the near future. The spot market March 15 in New York for barrels is nominally 12c. to 12½¢ per pound, and a few sellers' tanks can still be secured for March-April-May at 9½¢. at the coast; some holders are asking 9½¢ in this position.

Technical Chemicals

With demand languishing, buying having been practically at a minimum, additional new low records have been established on a number of the important industrial chemicals which go into the manufacture of soap and products of a similar character. Consuming plants of every character all over the country, including mills, manufacturing plants, and industrial developments are all going through a period of drastic readjustment which is by no means complete. It is generally admitted that war profits cannot run on forever and in the declining course of such prominent leaders as sulphuric acid, caustic soda, caustic potash, and soda ash is seen the gradual reversion to something approaching normal conditions throughout the market. The large industrial users of sulphuric acid will no doubt be able to take care of a good deal of the surplus which is now hanging over the market, but manufacturers have already curtailed war time production and while they are unwilling to accept less than the Government fixed valuation of \$25 for the 66 degrees grade, surplus stocks have been coming in through resellers and have been pressing the market at as low as \$17 a ton. Producers of caustic potash have named a sharp reduction in the 88 to 92 per cent goods to 50 cents a pound and in the 70@75 per cent goods to 42 cents a pound in the endeavor to stimulate a sluggish market. Soap makers have been operating conservatively in the chemical as the belief is entertained that a larger supply of raw materials may become available at a later date which might lead to further concessions. Sales of caustic soda have been closed down to \$2.60 a hundred, but prominent producers have in most instances maintained their contract quotation at \$3.25 basis of 60 per cent for delivery over the remainder of 1919.

Vegetable Oil Future of China Bright.

China's future in vegetable oils is very bright, according to a report received by the Far Eastern Division, United States Department of Commerce. Great advances in these products in their market possibilities abroad have been made during the past few years, and during the next few decades the bean, peanut, rapeseed, sesame seed and cottonseed oil trade of China will assume positions of great importance on the world's trade in vegetable oils.

Vegetable Oil Industry in Japan.

One of the important industries of Kobe, Japan, is the production of vegetable oils. The large buyers purchase their oil supplies for future delivery from brokers who arrange to take the entire output of the mills. The condition of the market has been highly speculative. Several attempts have been made by American buyers to purchase quantities of the vegetable oils produced here, but none of them succeeded in breaking the monopoly of the large Japanese brokerage houses. Consul Robert Frazer, Jr., states that the only possible way to purchase from the mills direct is by agreeing to take the entire output of one or more of them.

Rosin Control Given Up by British Government.

Consul General Robert P. Skinner cabled from London on March 5 that the Minister of Munitions has ordered the suspension of the control of dealings in rosin.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW.

The recent upward reaction in New York special tallow reached 9½c. a pound; but since then weakness appeared, further sales being made at a decline of half cent a pound, viz., 9c.

In only a minimum degree did the export demand for tallow and greases take a practicable form. Hence, domestic consumers withdrew, thus taking away whatever buoyancy the market had shown.

Many producers of tallow and fat stocks in the West, Middle West, also East, still persist in the policy of accumulating rather than selling. Naturally, this acts as a bear factor.

Recently the further decline and weakness in soya bean oil and coconut has confirmed some of the largest users of tallow in the belief that prices will ease off, and as the distributive demand for soap has showed but little improvement since the early part of the year, the waiting policy in making purchases has, up to the present, been generally profitable.

The confidently predicted abundance of freight room has turned out but a delusion, and the financial conditions of the warring countries of Europe is such that their purchases are only for materials as must be had, thus causing advances in the prices of edible fats required for immediate use. After all, the greatest consumptive market in the world is here at home, and not until conditions become in a degree settled, and the demand for products manufactured from inedible fats becomes normal again and sustained, may we look for a further movement of tallow and grease values to a higher level. Present conditions can hardly last for many months because neither the melter nor the user of the fat can make a profitable result.

TOBIAS T. PERGAMENT.

March 17, 1919.

GLYCERINE.

(Specially Written for this Journal by W. A. Stopford.)

There is probably some improvement in the soap trade, but it is not important, consequently, the production of glycerine is still much reduced; however, with practically no call for dynamite glycerine, stocks of this grade have been, and are now, available for turning into chemically pure and, as the business in the latter is also at low ebb, supplies exceed the demand. The quoted price March 19 is 16½c., in bulk, but it may be considered as merely nominal, for there are more sellers than buyers, and orders are eagerly sought. Europe is feeling this market, with a view to sending crude here, but our present stocks, prospective production and the limited market for refined, offer no encouragement to a resumption of imports. The tendency of the market is downward and if the prices for fats and oils do not advance materially, we shall expect to see lower prices for glycerine, until a much better demand asserts itself.

VEGETABLE OILS.

(By Edgar H. Laing.)

It begins to look as if the predictions made several weeks ago were about to be verified; the importers and exporters

at this end of the line have been inundated with inquiries in the week ending March 15 for all grades of vegetable oils, fats and greases for export, and should the treaty of peace be signed, as some predict, before the first of April we certainly are on the verge of a boom in the price of all grades of vegetable oils, edible and semi-edible. It also looks as if the soap trade have woke up to the fact that they have been playing the bear game too long; a large number of small orders have been coming in from nearby soap manufacturers for small parcels of coconut oil and soya bean oil, and the best posted dealers are inclined to nurse their stock and feed the market in a jobbing way, feeling quite confident that the future position bears better promise to help them out on the serious losses they have had in front of them on their stocks of vegetable oils brought in during the last four months. One very important matter has come to the surface, namely, that one of the largest dealers on the Pacific coast has stated that they are entirely sold up on soya bean oil, and the probabilities point to a very much firmer market for spot bean oil on the coast.

On the future position of soya bean oil in cases for March-April shipment to the Pacific coast some business was done by one of the prominent importers a few days ago at 9.15c. per pound in cases c.i.f. Seattle. It is very difficult to predict the market at this writing, as the Eastern shippers are beginning to wake up to conditions that an active business is right in front of them, and with

(Continued on preceding page.)

SOAP MATERIALS.

Glycerine, C. P., 16½@16¾.

Dynamite, 14½@15.

Crude soap lye, 80 per cent., loose, 8½c.

Saponification, 80 per cent., loose, 10c.

Castor oil, No. 3, 25½@26½c.

Coconut, Cochin, 23@24c., Ceylon, nominal.

Coconut oil, domestic Cochin, 79½@19½c.; domestic Ceylon, 18¼@18½c.

Corn, crude, \$17.75@18.00, nominal.

Cottonseed, crude, tanks, 17½c. lb.; refined, 21@22c. lb.

Olive, denatured, \$4.50@5 gal.; prime foots, 45@47c. per lb.

Palm lagos, 40@45c., nominal; red prime, 40@45c.

Palm kernel oil, domestic, 17½@18c., nominal.

Peanut, crude, \$1.36@1.37 gal. f.o.b. mill.

Red oil, saponification, 17@17½c.

Soya bean, 18¾@18½c., nominal.

Tallow, special loose, New York, 18c. asked; tallow, city, 17¼c. asked; grease, yellow, 15¾@16c.; brown, 15@15½c.

Chemicals, etc., Borax crystals and granular, 7¾@8c.

Caustic potash, 88 to 92 per cent., 50c.

Caustic soda, 76 per cent., 2.60@2.75 per 100 pounds.

Carbonate potash, calcined, 80 to 85 per cent., 18@20c.

Salt, common, fine, \$1.08@2.10.

Soda ash, 58 per cent., \$1.40@1.80 per 100 pounds.

Soda silicate, "iron free," 5@5½c.

Sulphuric acid, 60 degrees, \$16@23 per ton.

Starch, pearl, \$5.50@6.00; powdered, \$6.00@6.50.

Stearic acid, single pressed, 18@19c.

Stearic acid, double pressed, 19@21c.

Stearic acid, triple pressed, 21@22c.

Stearate of zinc, 37c.

Zinc, oxide, American, 13@15c.

Rosin, water white, \$15.50 per barrel.

Rosin, window glass, \$15.25 per barrel.

Rosin, Nancy, \$14.50 per barrel.

Rosin, Mary, \$14.35 per barrel.

"Made in America from American Raw Materials"

THE ESSENTIAL OIL SPECIALTIES CO.

INCORPORATED

GRASSLAND, DELAWARE CO., PA., U. S. A. (Near Philadelphia)

TERPINEOL

STRICTLY HIGH GRADE
CHEMICALLY PURE
WATER FREE

When
You
think of
TERPINEOL
think of:

**TEOSCO
TERPINEOL**

"TEOSCO SERVICE"
Uniform Quality and
Prompt Shipment

Foreign
Correspondence
Solicited Direct

Part of Factory and
Yard, Showing Raw
Material
Storage

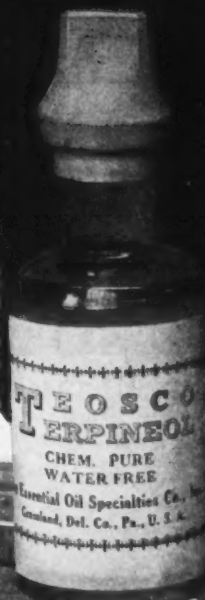
When
you wish
to order
TERPINEOL
order

**TEOSCO
TERPINEOL**

Sample and prices gladly
sent upon request

Sales Agent for
United States and Canada
EDWIN H. BURR,
18 Cedar St.,
New York

Finished
Product
Storage







PROGRAM

BUSINESS SESSIONS

Tuesday, April 22, 1919.

MORNING SESSION:

Roll call and presentation of credentials.

Address of President.

Reports of Officers and Committees.

Appointment of Committees.

1:00 P. M. Luncheon.

AFTERNOON SESSION:

Nominations for Officers and the Executive Board.

Address by Mr. S. R. Latshaw, advertising director Butterick Publishing Co., "Market Possibilities in U. S. for the American Manufacturer of Toilet Articles."

Address by Mr. John W. Walsh, Chief Counsel of Federal Trade Commission on "Undesirable Practices in Marketing Products."

Address by Mr. Howard S. Neiman, Trade Mark and Patent

Counsel of the AMERICAN PERFUMER. "The Trade Mark Situation in the Light of Recent Decisions and Pending Legislation."

Wednesday, April 23, 1919.

MORNING SESSION—10:00 A. M.

Report of Committee on Nominations.

Unfinished business.

Symposium on Supplies by prominent men in various lines.

1:00 P. M. Luncheon.

AFTERNOON SESSION:

Address by Mr. Gilbert H. Montague of the New York Bar. "How Different Types of Selling Organizations May Obtain the Benefits of the Webb-Pomerene Law."

Report of Committee on resolutions.

Election of Officers and Members of Executive Board.

ENTERTAINMENT

Tuesday Evening.

8:15 P. M. Theatre party—"Royal Vagabond" at Cohan & Harris Theatre, 42nd St., west of Broadway.

11:30 P. M.

Theatre supper and dancing. Gold Ball Room. Hotel Biltmore.

Wednesday evening.

7:30 P. M. Annual Banquet—Hotel Biltmore.

Prominent speakers—Dancing.

Designed by Advertising Artists Inc.

YOUR DRYING PROBLEM

☐ Nearly every drying problem is a little different. That is why we maintain a large engineering staff, including traveling engineers, who consult with the customer about the drying problems of his plant.

☐ Some materials, for example, require different drying preparation and need a shorter or longer time for drying. Or they may require close regulation of temperature and humidity.

☐ Again, one plant must depend upon live steam for drying, while another can utilize exhaust steam and effect a saving in fuel.

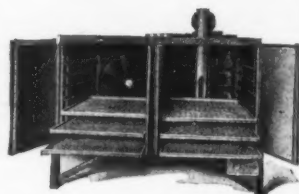
There is a Proctor Dryer for every individual drying need. For chipped soaps, bar soaps and chemicals.

☐ We will not go into further particulars here. But if you will describe your drying operations, we will do our best to suggest improvements,—also ask for a Proctor Dryer Catalog for your materials.

Philadelphia Textile Machinery Co.

Seventh Street and Tabor Road, PHILADELPHIA, PA.
 CHICAGO, ILL. CHARLOTTE, N. C. PROVIDENCE, R. I.
 Hearst Building Realty Building Howard Building
 HAMILTON, ONT., CAN., W. J. Westaway, Sun Life Bldg.

"Proctor"
DRYERS



Smallest Proctor Dryer, Cabinet Tray Type, for Chemicals, Etc.

"Proctor"
DRYERS

Paraffine Waxes

ALL GRADES

Stearic Acid

Vegetable Oils
 Petrolatum Chemicals

Cotton Seed Soap

65%

J. C. FRANCESCONI & CO.

EXPORTERS, IMPORTERS and
 MANUFACTURERS' AGENTS

HOME OFFICE

25 Beaver Street New York, N. Y.

Cable Address: "HENFRAN," N. Y. (All standard codes used.)

327 SO. LA SALLE ST.

CHICAGO, ILL.

THE TWITCHELL PROCESS

FOR SEPARATING GLYCERINE

WITH

Kontakt Saponifier

GIVES PRODUCTS OF BEST QUALITY

IS SIMPLEST TO OPERATE
 MOST ECONOMICAL
 MOST EFFICIENT

LOWEST COST OF
 INSTALLATION AND UPKEEP

The Twitchell Process Co.

CINCINNATI, OHIO



MEDIUM rouge and flesh powder compacts make a perfect double vanity combination for the prevalent type of brunette.

The results of our years of study and work are available to you.

JULIUS SCHMID, INC.
Cosmetic Specialists

344 West 38th Street
NEW YORK CITY

HAVE you handsome cut glass stoppers or highly plated sprinkler tops which you have selected with great care?

If so, Silverlight Caps will protect and enrich them.



JULIUS SCHMID, INC.

New York office removed to 344 West 38th St.

*Capping Skin Specialists
for over thirty years*

Registered

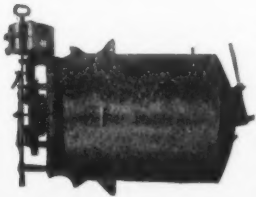
Trade Marks:

"SILVERLIGHT"

TRANSPARENT

"NEAR-KID"

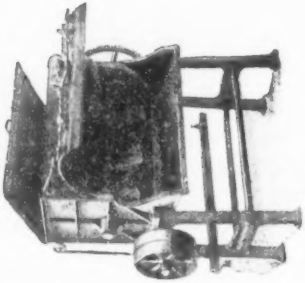
OPAQUE



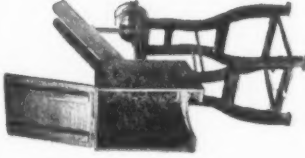
PERFECTION Cutter.



HORIZONTAL Cutter.



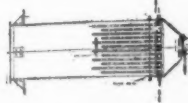
IDEAL Amalgamator.



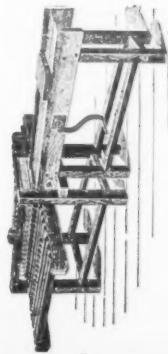
Soap Chipper.



STANDARD Soap Frame.



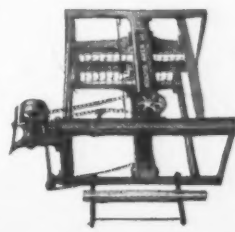
ACME Remelter.



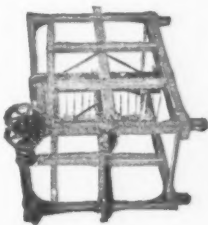
DOUBLE RACK Cutter.



AIKEN Power Cutter.



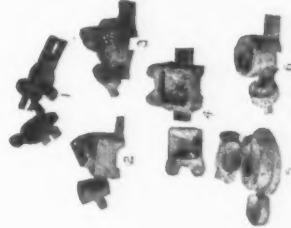
AIKEN Power Slabber.



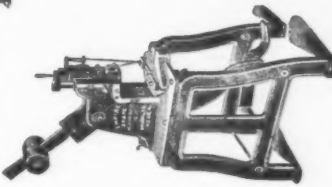
CHAMPION Slabber.



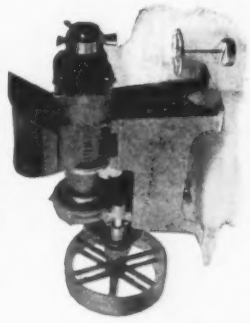
No. 4 Soap Press.



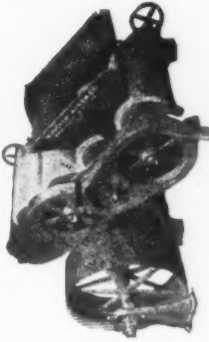
Soap Dies.



EMPIRE STATE Soap Press.



2, 3- and 4-Roll Soap Mills.



TYPE "F" Plodder.

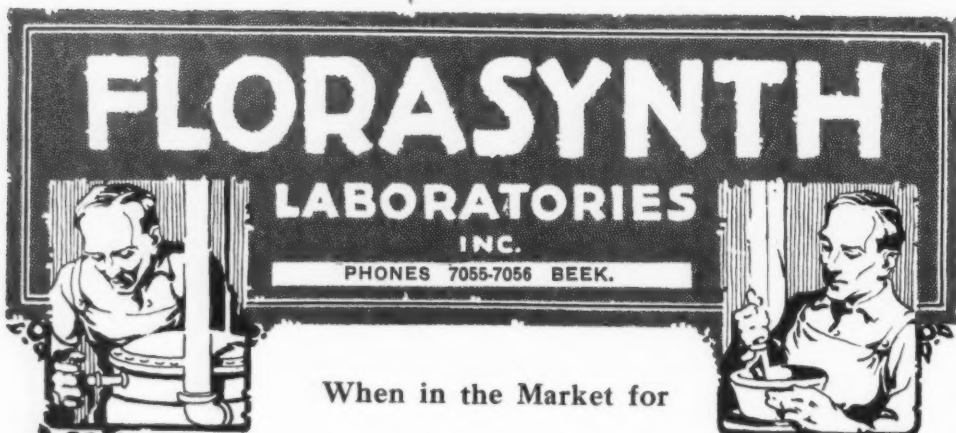
4", 6", 8- and 10-Inch Screw Soap Plodder.

HOUCHIN-AIKEN CO. INCORPORATED **ENGINEERS AND MACHINISTS** **SOAP MACHINERY**

Kettles, Cutters, Frames, Slabbers, Cutters, Remelters, Presses, Chipper, Mills, Plodders, Soap Dies, Perfume Mixers

GLYCERINE MACHINERY

Plans and Specifications for Plants—Old Plants Remodeled
115 to 121 Fifty-third Street
BROOKLYN, N. Y.



When in the Market for

ISO EUGENOL Pure
GERANIOL SAVONS
 (\$2.75 lb.)

YARA YARA
HELIOTROPIN C. P.
METHYL ANTHRANILATE C. P.
LINALYL ACETATE
 (Bois de Rose)—(Linaloe)
TERPENYL ACETATE
GERANIOL Pure

bear in mind that connoisseurs here and abroad have said that our products have always answered favorably the most stringent tests for **PURITY** and **ODOR QUALITY**.

We invite special attention also to our "Six-Fifty" line.

Rose
Violet

Japanese Bouquet

Lily
Lilac

Works:
Unionport,
N. Y.

Ask for our complete catalog.

Branches:
Lima, Peru
London, England



15 BEEKMAN STREET
NEW YORK CITY



GEORGE V. GROSS & COMPANY

ESSENTIAL OILS
SYNTHETICS
FLOWER OILS
FLAVORS

for

Perfumers
Soap Makers
Druggists
Confectioners

THE BIG 3

JACINTH-GVG

Of this product one is justified speaking in superlatives. It is as perfect as science and art can make it. An imported oil, 100% pure, its concentration is so high that its scent will record its presence at a considerable distance from the sealed container. Yet, notwithstanding its all-pervading strength, we know of no odor that excels it in the dainty, flower-like quality of its aroma. TRY AN OUNCE, and you will never be content with an inferior product.

Trial Ounce \$4.00 One Pound \$60.00

MUSC AMBRE-GVG

An imported product of the same strength as Xylol and far more soluble. These properties have rendered it a regular adjunct of perfumers' laboratories all over the country. TRY AN OUNCE and be convinced.

Trial Ounce \$1.50 One Pound \$24.00

AMBRE A-GVG


A powerful fixative, imported from Holland in brownish lumps, completely soluble and characterized by a southern warmth that makes its use indispensable in "Frenchy" odeurs. AN OUNCE will convince you.

Trial Ounce \$5.00 One Pound \$80.00

30 OLD SLIP

NEW YORK CITY

In the Circle



BENZYL BENZOATE
BENZYL ACETATE
TERPINEOL ACETATE
LINALYL ACETATE
AMYL SALICYLATE
VIOLET KETON
METHYL ACETOPHENON
ACETOPHENON
BROM STYROL
GERANIOL
RHODINOL
CITRONELLOL

BUT ON THE SQUARE

Always Was and Ever Will Be
MADE IN AMERICA

VAN DYK & CO.

4-6 Platt Street N. Y. City

S. ISERMANN, Sec'y-Treas.

FACTORY, JERSEY CITY

M. ISERMANN, Vice-President.

"The House of Friendly Service"

Beiser
TRADE MARK THE TRADE NAME
FOR
NEVER CHANGING QUALITY PRODUCTS

DOUBLE-GERANIUM

DOUBLE STRENGTH, ROSY, MONEY-
SAVING GERANIUM PRODUCT.

NEROLI. SYNTHETIC

OF UNUSUAL USEFULNESS, WITH OR
WITHOUT THE NATURAL OIL.

PONOL

IDEAL "IMPROVER" TONES, SWEETENS
AND FIXES ALL ODORS.

EDWARD T. BEISER COMPANY

IMPORTERS OF

ESSENTIAL OILS, AND SYNTHETICS

112 WEST FORTIETH ST.

NEW YORK

The Upressit Cap

TRADE MARK REGISTERED

We're Ready! Are You?

When war was declared, the Government needed all the tin available to "speed up" munition work, so we did our bit by cutting down our output. Now that the war is over, we are back on the job again "speeding up" and producing on a bigger scale than ever before. The demand compels us to do so.

UPRESSIT caps are used by leading manufacturers of toilet preparations throughout the United States. To be a big seller, toilet preparations must be put up attractively—they must also be airtight to prevent evaporation or deterioration.

UPRESSIT caps not only insure your product reaching the consumer in the most attractive form but keep your product in the best possible condition as well. UPRESSIT caps being self-opening by pressure on the centre and instantly resealable by pressure on the sides add to the selling value of any product—and they will help sell yours.

To Open
Press Centre



To Close
Press Sides

The fact that a bottle or jar can be instantly sealed reduces the packing cost, and their easy-opening, easy-closing feature is greatly appreciated by the consumer.

UPRESSIT caps are far more efficient and attractive than screw caps or corks. They not only insure your product reaching the consumer in the best possible condition but insure its being kept in the best condition until used up. This means satisfaction and resales.

UPRESSIT caps are furnished from stock in plain tin and polished nickel finish. Lithographed caps are supplied on special orders. These caps are carried in stock in sizes from 26½ m/m. or 1½ inches in diameter up to 107 m/m. or 4¼ inches in diameter. We also supply jars equipped with UPRESSIT caps in the following sizes: ¼, ½, 1, 2, 3 and 4 oz. Other sizes on order.

Write today for our catalog. It tells you all about UPRESSIT caps and who are using them. Better look into their merits. There is money in it for you.

U. S. Metal Cap & Seal Co.

107 West 13th Street

New York





TELEPHONES HOBOKEN 1691
2655

WHITE METAL MANUFACTURING COMPANY

CHARLES A. FULLE, PROPRIETOR

1006-1008-1010-1012 CLINTON STREET
HOBOKEN, N.J.

955-957-959-961 HILL STREET
NORTH BERGEN, N.J.

THE UNDERSIGNED ANNOUNCES THAT AT THE PUBLIC SALE HELD ON JANUARY 18TH 1919 BY THE ALIEN PROPERTY CUSTODIAN OF THE UNITED STATES, HE WAS THE HIGHEST BIDDER FOR AND IS NOW THE OWNER OF THE BUSINESS OF MANUFACTURING COLLAPSIBLE TUBES AND SPRINKLER TOPS HERETOFORE CONDUCTED BY THE **WHITE METAL MANUFACTURING COMPANY** AT THE ABOVE ADDRESSES

DURING THE PERIOD THAT THE PLANTS WERE OPERATED AND CONTROLLED BY THE GOVERNMENT IT BECAME APPARENT THAT THIS BUSINESS WOULD UNDER AMERICAN OWNERSHIP BECOME A VALUABLE ACQUISITION TO THE MANUFACTURING INDUSTRIES OF THIS COUNTRY ON ACCOUNT OF THE SUPERIOR WORKMANSHIP AND MECHANICAL EFFICIENCY EMPLOYED.

THE EXTRAORDINARILY HIGH STANDARD OF QUALITY OF THE PRODUCT HERETOFORE MANUFACTURED AT THESE PLANTS WILL NOW BE MAINTAINED UNDER OWNERSHIP AND MANAGEMENT APPROVED UPON INVESTIGATION BY THE UNITED STATES GOVERNMENT AS 100% AMERICAN.

CHARLES A. FULLE

(TRUSLOW & FULLE, INC.)

HOBOKEN, N.J. FEBRUARY 20, 1919

HERCULES POWDER CO.

Chemicals from Kelp

TO satisfy the demands of war the Hercules Powder Company has cut over 621,000 tons of kelp in the Pacific Ocean during the last two-and-a-half years. This has been converted into chemicals necessary to the manufacture of smokeless powder, black powder, shell lacquers, and coating for aeroplane wings. Over \$5,000,000 have been expended in the great plant at San Diego, Cal., in which the chemicals are extracted from this giant seaweed.

The development of a new source of these chemicals—potash, acetone, and other solvents—was vital to the triumph of democracy. Now that victory is assured, these and others are at the disposal of the industries of peace.

Kelp yields many useful products in addition to those which have been necessary to the prosecution of the war. Many of them are well known to the drug and chemical trades. Some of them have never been produced in commercial quantities before. Others that are now made only on a laboratory scale can be readily turned out in quantity if a demand is found.

We ask all manufacturers and chemists who believe that success in the new industrial era which is upon us demands new methods and new ideas, to consider these chemicals in the light of possible applications to processes in which they are interested. If you are such a manufacturer, ask your chief chemist if one of these materials does not suggest an improvement in your product, or a saving in its manufacture. If you are a chemist, does not something in the list at the right offer possibilities for new accomplishments in your profession?

In either case our Research Department is at your disposal in working out methods for applying any of these chemicals to your needs, or in developing new products to suit your requirements.

Chemicals

Ethyl Acetate
Ethyl Propionate
Ethyl Butyrate
Ethyl Valerate
Acetone
Ketones
Acetic Anhydride
Propionic Acid
Butyric Acid
Valeric Acid
Valerates
Zinc Valerate
Ammonium Valerate U.S.P.
Iron Valerate U.S.P.
Quinine Valerate U.S.P.
Caproic Acid
Iodine

Products

Leather Cloth Solution
Split Leather Dopes
Waterproof Belt Cement
Waterproof Cement (clear)
Lacquers
(for metal or wood)
Colored
Clear
Celluloid Solvents
Celluloid Polishing Dips
Aeroplane Dope
Heavy Base Solutions



HERCULES POWDER CO.

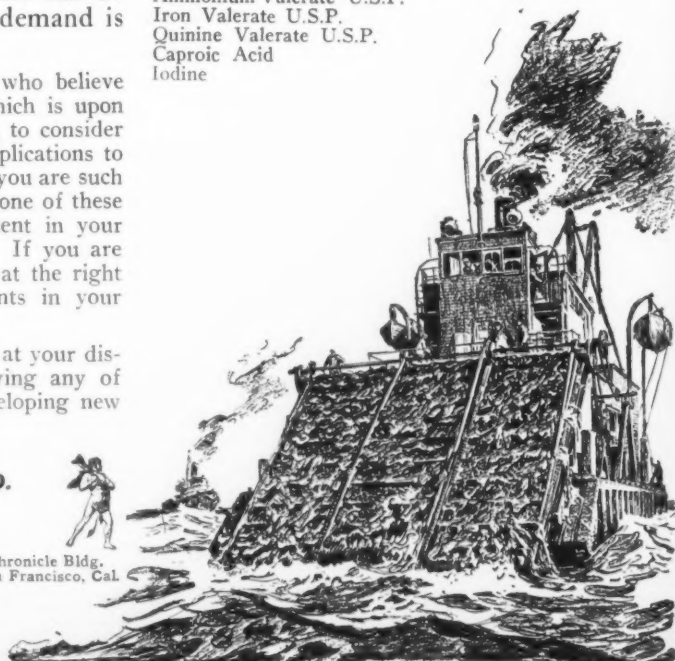
Chemical Sales Division

Wilmington
Delaware

120 Broadway
New York City

McCormick Bldg.
Chicago, Ill.

Chronicle Bldg.
San Francisco, Cal.

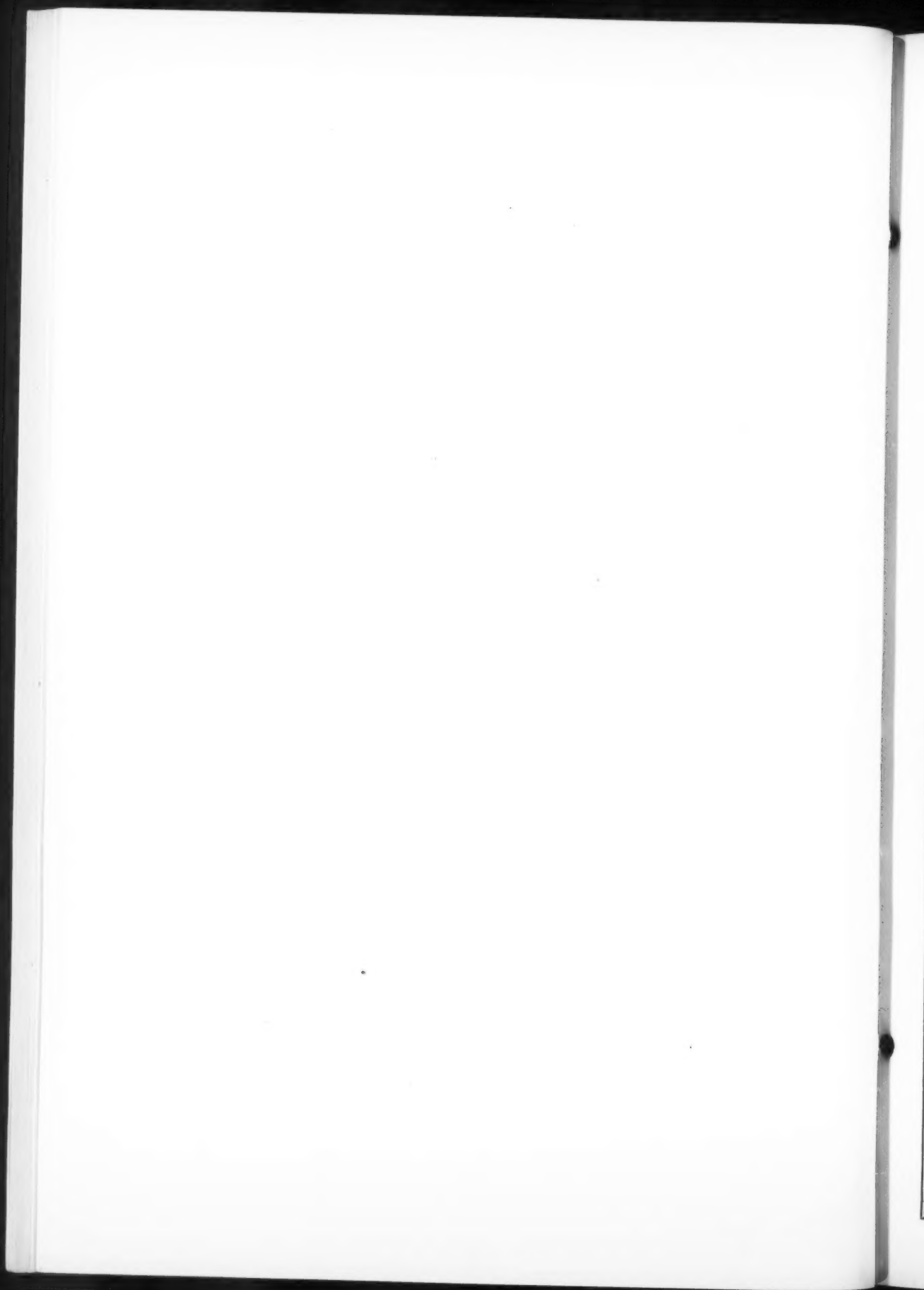




Velvatone Powder Puff *for the* Vanity Box

- ☐ Adds color and distinction to your package—but does not add to the cost.
- ☐ Your Name on the puff will give it still greater advertising value.
- ☐ Velvatone Puff is machine made—always uniform like the silver dollar—and takes one-third less space in the box.
- ☐ And the dainty ribbon holder will outlast the puff itself.

Velvatone Powder Puff Co.
140 Sixth Avenue
New York



CLEAN
ATTRACTIVE

COLLAPSIBLE
TUBES

GEORGE K. DILLER

Sales Agent Wheeling Stamping Co.

90 WEST BROADWAY
NEW YORK

IMPORTERS

MEXICAN PRODUCTS
VANILLA BEANS
LINALOE OIL
CHICLE

EXPORTERS

AMERICAN PERFUMES
TOILET SPECIALTIES
SOAPS, ETC.

GOMEZ & SLOAN, Inc.

136 Liberty Street
NEW YORK

RICARDO GOMEZ, Pres.
HAROLD OLCOTT SLOAN, Vice-Pres. & Treas.

Stearate of Zinc

Stearic Acid Beeswax
Ceresine

Glycerine

Carbonate of Magnesia
Caustic Potash Epsom Salts
Zinc Oxide Talc

CHAS. F. GARRIGUES
COMPANY

80 Maiden Lane New York, N. Y.



**ABONITA
COMPANY
INC.**

134 S. Clinton St.
CHICAGO

MANUFACTURERS OF

ROUGE (French Process)
LIP ROUGE
LIP POMADE
FACE POWDER COMPACTS
NAIL POLISH (Cake Form)

One Quality Only.

PRIVATE BRANDS

Centrally Located for Quick Shipments

FLORENTINE—ORRIS ROOT—VERONA

POWDERED

Our powdered Florentine Orris Root is milled from Select Florentine Root only, on which we have built a reputation.

Preferred and used by manufacturers of high quality products.

CASTILE SOAP
POWDERED

LAVENDER FLOWERS
SELECT

H. R. LATHROP & CO., Inc., 110-116 Beekman St.
New York
Established 1910

TO TAKE THE PLACE OF GLYCERINE USE **NULOMOLINE TP**

Costs Very Much Less Than Glycerine, and Will Continue to Cost Less.

An eminent chemist says:

"The great value of NULOMOLINE TP lies in the fact that it possesses to a greater degree—much more so than any substance known—the most valuable and peculiar properties of glycerine; i. e., hygroscopicity, viscosity or body-giving power, solvent and preservative action at least in the concentrated form; in fact, all of the physical properties of glycerine excepting only its lubricating action."

As a matter of economy, all manufacturers should replace their glycerine with NULOMOLINE TP wherever it is possible.

Manufactured by

THE NULOMOLINE COMPANY

Distributed by

W. J. BUSH & CO.

100 WILLIAM STREET, NEW YORK CITY

TOMBAREL FRÈRES

Factories in France

VIDAUBAN

GRASSE

PEGOMAS

Natural Liquid Flower Essences

Rose

Lily of the Valley

Jasmin

Cassie

Jonquille

Violet

Sole American Agents

NATIONAL ANILINE & CHEMICAL CO., Inc.

21 BURLING SLIP

NEW YORK

Special Products Department

PARAGON RICE STARCH

IMPALPABLE

ABSOLUTELY NEUTRAL

WE are pleased to announce
that we are now manufacturing
this product—samples and
quotations at your disposal

H. KOHNSTAMM & CO.

Established 1851

Factories: BROOKLYN, N. Y.
PAVONIA, N. J.

83-93 PARK PLACE
NEW YORK, N. Y.

CHICAGO OFFICE:
11-13 E. Illinois St.

National Aniline & Chemical Company

INCORPORATED

OIL GERANIUM ROSE (Bourbon and African)

OIL AMBER (Crude and Rectified)

OIL BOIS DE ROSE FEMELLE

OIL CAJUPUT (Native)

METHYL ANTHRANILATE, C. P.

Special Products Department

CHICAGO

357 West Erie Street



NEW YORK

21 Burling Slip



MACHINE
MADE
VIALS

Our vials are especially adapted
for the perfumery trade.
Write for prices.

KIMBLE GLASS CO.

VINELAND, N. J.

CHICAGO, ILL.

NEW YORK, N. Y.

VANILLA BEANS

THURSTON & BRAIDICH

27 CLIFF STREET
NEW YORK



View of Mill

High-Grade Talc

ACTUALLY
AIR FLOATED

We are miners of crude and grinders of powdered talc
Orders from jobbers and grinders solicited
Any tonnage



ANGLO-AMERICAN TALC CORP.

Mine and Mill: MADOC, ONT.

Main Office: 82 BEAVER STREET, NEW YORK



Van O Special

FIVE CENTS WORTH
Flavors 100 Pounds

**STRONG
TRUE
ECONOMICAL**

Send us Your Order for a Sample Pound

WE ALSO MANUFACTURE A COMPLETE LINE OF BOTH NATURAL AND
SYNTHETIC FRUIT FLAVOR.

Raspberry
Grape

Strawberry
Pineapple

Cherry
Peach

SAMPLES UPON REQUEST

COMMONWEALTH PRODUCTS CORPORATION

243 to 247 West 17th St., New York, New York.

Liquid (and) Solid Concretes and Superessences

Cassie, Jacinthe, Jasmin, Oakmoss, Narcissus, Orange Rose, Violet

OTTO ROSE, FRENCH**OIL NEROLI PETALE EXTRA**

Flower Growers and Distillers

MONTALAND, SEVE, LEFEVRE & CO.

Hyerres (Var), France

SPINELLI (Brand)

Oil Lemon U. S. P., Oil Bergamot Hand Pressed

Oil Orange Sweet Italian U. S. P.

Our oils are guaranteed U.S.P. and to pass all tests for Purity.

THE CITRUS OILS COMPANY

Acireale, Italy

Manufacturers

Exclusive Agents

The O. A. BROWN COMPANY, Inc., 99-101 BEEKMAN ST.
NEW YORK

Telephone, Beekman 4888

Write for descriptive manual and price list.

GEORGE SCHMITT & CO. INC.

SUCCESSORS TO

SCHMIDT & CO.


Art Lithographers and Printers

ESTABLISHED 1874


PERFUME LABELS, CARTONS
AND DISPLAY SIGNS
OF EVERY DESCRIPTION
OUR SPECIALTY

GRAND & FLORENCE STS.

BROOKLYN, N. Y.



The Pharmaceutical Specialty Co.


Mfg. Chemists

WE OFFER

METHYL ANTHRANILATE C.P.

100% CRYSTALS

Besides our original line of Synthetics, Perfume
Blends, and Flavoring Extracts.

We solicit your attention to the following:

Maygartol—per lb.	\$50
Jasmol—per lb.	\$35
Lilac E. P.—per lb.	\$26

Office and Factory BROOKLYN, N. Y.

253-255 Skillman St.

MANHATTAN CAN COMPANY

INCORPORATED

Bush Terminal Building No. 10

BROOKLYN, N. Y.

AIR-TITE OVAL CANS A SPECIALTY

The tops will not leak. The sifters will not "ride the catch."
Every top inspected and guaranteed perfect.

Air-tite Oval Cans hold the odor longer—a distinct advantage for your product.

Perfect fitting tops are pleasing to the consumer.

Samples will demonstrate the superiority.

Prices will be interesting.

Let us quote on your requirements.

PROMPT DELIVERIES GUARANTEED

DONALD WILSON

SYNTHETICS
CHEMICALS
ESSENTIAL OILS



FOR TOILET SOAPS
PERFUMES
TOILET ARTICLES

80 JOHN STREET, NEW YORK

Telephone John 670



Gum Tragacanth

Powdered Karaya Gum

Gum Arabic—All Grades

Waxes Chemicals

**Spanish
Castile
Soap**

Bars and
Powdered

ESSENTIAL OILS for Perfumers, Soap Makers
and Confectioners

OIL PEPPERMINT PRIME NATURAL

OIL PEPPERMINT REDISTILLED OPT

of prime white strictly uniform quality

Orbis Products Trading Co., Inc.

212 Pearl Street, New York

Importers

Manufacturers

Exporters

INLAID BOX TOPS

FURNISHED COMPLETE TO FIT EVERY SIZE

WE ADD CERTAIN DISTINCTIVENESS
TO THE DESIGN, ENGRAVING AND
EMBOSSING OF THE TOPS

KRAUSE

230 WEST 17th STREET
NEW YORK

WE DO NOT MAKE BOXES





HIGHEST QUALITY IN SOLID OR POWDERED FORM STEARIC ACID

HARD, WHITE, ODORLESS
RUB-NO-MORE-CO. - FT. WAYNE, IND.

Plymouth Brand Guarantees Quality

PLYMOUTH STEARATITE (ZINC STEARATE)

An improvement on all other Stearates. A wholesome, velvety improver for Talcum and Face Powders.

PLYMOUTH WATER WHITE "F"
COLD CREAM NEUTRAL OIL

PLYMOLINE

(Petroleum Molle Russian Style)

CERESINE WAX

M. W. Parsons Imports
and
Plymouth Organic Laboratories

65-67-69 ANN ST.

New York



EXTRA STRENGTH SYNTHETICS

Without Sacrifice of Quality

JASMIN SYNTHETIC

NEROLI SYNTHETIC

BERGAMOT SYNTHETIC

H. C. RYLAND

Importer and Exporter

284-6 PEARL ST. NEW YORK

"COLLAPSIBLE
TUBES and
everything for
their use"



Don't forget that the STANDARD KEY
is—"THE KEY-TO-THE-SITUATION"
ASK US ABOUT IT

Collapsible Tubes ALL SIZES Plain and Decorated

Your present label reproduced directly on the Tube, or we will prepare new designs and submit for your approval.

Advise us the size tubes you desire and let us send you samples—Our prices will surprise you

Standard Specialty and Tube Company

MANUFACTURERS OF
Collapsible Tubes and Metal Specialties

New Brighton, Pa.



VELVO

FROSTING LIQUID

produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

Special prices on contract.

Trial quarts, \$3.00; Single gallons, \$7.50; 10 gallons or more, per gal., \$6.00

Packing Charges Extra.

L. REUSCHE & CO., 12 Barclay Street, New York City
EST. 1881

TALC

HIGHEST GRADE

Buy Direct of the

UNION TALC CO.

MANUFACTURERS

132 Nassau St. New York

Eugene Schuck

Consulting Expert for the Soap,
Oil, Fat and Glycerine Industry.

Specialty Manufacturing Problems.

Utilization of By Products.

Reproduction of Standard Products.

204 Oxford Ave.

Buffalo, N. Y.

CRUDE DRUGS - FOREIGN & DOMESTIC

WE OFFER

EIDERDOWN SOAP
For Tooth Powders and Pastes

POWDERED HENNA
Genuine Egyptian

QUINCE SEED
New Arrival Choice Goods

ORRIS ROOT
Florentine and Verona

ALMOND MEAL
Compound for Toilet Use

LAVENDER FLOWERS
Select and Ordinary

S.B. PENICK & COMPANY, INC.
254-256 FRONT ST.,
NEW YORK CITY
WAREHOUSE AND MILLS:
ASHEVILLE, N. C.

THE INITIAL SOURCE OF SUPPLY

INTERNATIONAL ALCOHOL CORPORATION

140 NASSAU STREET
NEW YORK

MANUFACTURERS OF

VICTORY

(REG. U. S. PAT. OFF.)

Cologne Spirits

FOR

High Class Perfumery

and

Flavoring Extracts

SPOT DELIVERIES

INQUIRIES SOLICITED

The Trade Laboratories, Inc.

Shaving Cream
Dental Cream
Cold Cream



Oily Vanishing Cream
Massage Cream
Greaseless Cream

Newark
New Jersey

Put Up Under Your Own Name

Special rates granted to customers furnishing their own tubes and jars.
Full Size Samples Sent Upon Request

Newark
New Jersey

We specialize in the manufacture of high-grade Shampoo Soaps for the toilet preparation trade.

Liquid Shampoo, Shampoo Paste, Shampoo Base, Liquid Toilet Soap

Many firms are using our Base Soap in making up their own solutions. It's a strictly pure, neutral, cocoanut oil, potash soap made expressly for liquid soap purposes.

We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

Write for samples and prices.

THE DAVIES-YOUNG SOAP COMPANY

Dayton, Ohio

J. N. LIMBERT & CO.

12 South Marshall Street
PHILADELPHIA

Importers
of
Vanilla Beans

All Varieties

**Imperial
Metal Manufacturing
Corporation**

81-83-85 Sunswick Street
Long Island City, N. Y.


**Manufacturers of
The Imperial Leak Proof
Sprinklers**

"Patented July 7th, 1914."

H.D. Smack Co.
80 John Street
New York

All grades of
VANILLA BEANS

GUMS
Arabic Tragacanth
Crude Powdered
POWDERED KARAYA GUM



BETTER BOXES
 For Your
FACE POWDERS
AND PERFUMES
Snap Fastener Styles Our Specialty
GEO. V. STEFFENS PAPER BOX CO.
 St. Louis, Mo.

Collapsible Tin and Lead Tubes
 Plain and Decorated
 Sprinkler Tops
 Essential Oil Cans, Screw Caps
 WRITE FOR SAMPLES AND PRICES
CONSOLIDATED FRUIT JAR CO.
 NEW BRUNSWICK, N. J.

Phone—Cortlandt 3115

QUALITY
PAPER
SERVICE

GLASSINE, WAX PAPER, NEWS
 BOARDS, CHIP BOARDS, SOAP
 PAPER, FILTER

HEADQUARTERS
 DIRECT FROM MILL TO YOU

THE PIEDMONT COMPANY
 200 BROADWAY
 NEW YORK

EMBOSSED SEALS
AND LABELS

MAKERS OF
 Embossed Seals & Labels



Dragon Paper
Mfg. Co. Inc.
 102 Prince St.
 New York

GOLD AND SILVER

COLORS AND TINTS

For Perfume, Toilet
and Soap Manufactures
And any other purpose
where seals are used
All manufactured on our
premises

ORIGINALITY
OF
DESIGNS and STYLES
IN
DECORATED TIN BOXES
IS OUR SPECIALTY

OUR SERVICES ARE OFFERED
TO YOU
ON THAT NEW NUMBER
FOR THIS YEAR

METAL PACKAGE CORPORATION

346 Carroll Street

Brooklyn, N. Y.



COMPACT
Rouge Machinery
Patented

Mascaro and Nail Polish Cake
Machinery—Lip Stick Moulds

POWDER PUFF MACHINES

Write for Information and Terms

A. ALEXANDER

Telephone—South 1397

145 Nassau St.

New York

We can supply you with the

FORMULA

of any Toilet Preparation on the
market, with detailed manufactur-
ing process. Prompt service.
Nominal rates.

L. M. GOLDSMITH

470 West 150th St.

New York



REG. U. S. PAT. OFF

Labeling Pastes

TIP-TOP PASTE POWDER. Made into a
Paste with Cold, Hot or Boiling Water.
TRY IT.

SPHINX PASTE—For high grade
labels to glass or paper.

TINNOL—For plain or lacquered tins.

MACHINE GUM—For wood or paste-
board.

CONDENSED PASTE POWDER—1
lb. makes 2 gallons snow white paste
for general pasting purposes.

For further particulars write

The Arabol Mfg. Co.

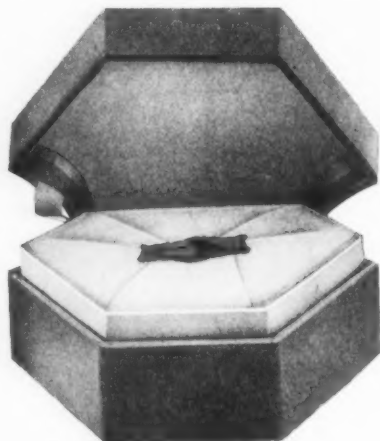
100 WILLIAM STREET

Glyzzerol B

A SUBSTITUTE
FOR

C. P. GLYCERINE

New York



($\frac{1}{2}$ actual size)
Made for a leading perfumer

Very Fine Boxes for Toilet Powders, Perfumes, Etc.

For more than 20 years we have been making artistic hand-made boxes only.

We are now giving our entire attention to hand-made boxes for the toilet goods trade.

Orders of all sizes given careful attention

PROMPT DELIVERIES

FAIR PRICES

The Quartin Mfg. Co., 54 W. 3rd St., New York

EVERGREEN CHEMICAL CO.

ESTABLISHED 1898

171 BROADWAY

NEW YORK

Producers of Perfectly

BLENDED CONC. FLOWER OILS

for

CREAMS—TALCUM AND FACE POWDERS—
HAIR TONICS—PERFUME EXTRACTS
—TOILET WATERS, ETC.

Raw materials are scarcer and higher, but we are still in a position to furnish our same grades, in the POPULAR BOUQUET and FLORAL odors, at very attractive prices.

QUALITY SUPERIOR

is our maxim.

WRITE us if you wish a special blend; if you wish advice on any point; let us know what you are specially interested in, so we can send sample; also ask for Price Lists and Booklet of Toilet Preparation Formulæ, free.

SETHNESS COMPANY

Manufacturers

Burnt Sugar Coloring "Caramel"

DISTILLERS OF

OLEO
RESINS
OF

Orris
Ginger
Lovage
Capsicum
Celery
Coffee
Horehound
Vanilla

EXTRACT MAKERS HEADQUARTERS
ESSENTIAL OILS AND FLAVORING
MATERIALS

718-720-722-724 N. Curtis St., CHICAGO



Before placing your orders for powder puffs of any description, ask us for quotations and samples.

We are supplying the leading manufacturers with their VANITY POWDER PUFFS—both imported and domestic.

MAURICE LÉVY, 15-17 W. 38th ST.
NEW YORK

EUROPEAN FACTORY:
St. Aubin, France

AMERICAN FACTORY:
New Rochelle, N. Y.

Importer and Manufacturer of Powder Puffs, Eye-brow Pencils, Lip Sticks, Nail Polish,
Eye-brow Brushes, Etc.

That "Air of Refinement" in Package Goods



High grade or medium grade—all goods packed to cater to the eye can be given a touch of refinement by the judicious use of

Diamond-F Glassine Paper

As it is transparent, the printing can be read or the contents easily seen (if in glass). Tough, yet has a pleasing snap and crinkle. Stands more than ordinary handling; keeps out air, moisture, dust, dirt, etc.

Diamond-F Glassine, like all the other Diamond-F Protective Papers, is pure cellulose, and free from oils, chemicals, waxes, metals, etc. Comes in rolls, sheets and circles: bleached, semi-bleached, unbleached; embossed, colored.

Your jobber should be able to supply you. Samples sent upon request.

Diamond State Fibre Company

Bridgeport, Pa. (Near Philadelphia)

Offices in Principal Cities



A Mark of Quality
A Sign of Service

SOAP CHIPS

**THOS. GILL
SOAP CO.**

711 Kent Ave.
BROOKLYN, N. Y.

CHOICE - WHITE AND NEUTRAL

For the Use of
**MILLERS OF SOAP POWDER
FOR DENTIFRICES**

Also for Manufacturers of
PRIVATE BRAND TOILET SOAPS

Special care taken with packing for export
Samples and Prices upon request



STOKES Powder Filling Machines

are packing most of
the best makes of

Toilet Powders
on the market.

They handle any shape
of container

**Rapidly and
Accurately**

Send for circular

F. J. STOKES MACHINE COMPANY
PHILADELPHIA, PA.

Pedro Tremari, SUCESORES

MAIN OFFICE: PAPANTLA, VER. MEXICO
BRANCH: VERACRUZ CITY, MEXICO
**54-56 STONE STREET,
NEW YORK**

Specialists in

MEXICAN VANILLA

Growers. Curers,
and Exporters

JPT and MM Brands

DRY COLORS FOR ROUGE

GERANIUM LAKE MAROON LAKE
INDIAN RED ULT. BLUE
FRENCH WASHED OCHER

ALSO

**GLASS AND PORCELAIN DISCS,
MIRRORS, ETC.**

SELLING AGENT FOR DEVOE & RAYNOLDS

A. ALEXANDER

145 NASSAU STREET

NEW YORK

ROLLING MASSAGE CREAM

TOOTH PASTE and SHAVING CREAM

In bulk or under your private label. We manufacture
for some of the largest users in this country and
Canada and shall be pleased to submit samples and
prices.

COMMERCIAL LABORATORIES, Inc.
NEWARK, N. Y.

WE ALSO MANUFACTURE

Methyl Acetophenone

SAMPLES AND
PRICES
ON REQUEST.

STANLEY'S SUPERIOR SEAL



The Stanley Mfg. Co., Dayton, O



SCHMOLLER & BOMPARD, GRASSE, FRANCE

HIGHEST CLASS CONCRETES,
POMADES and ESSENTIAL OILS



SOLE AMERICAN AND CANADIAN AGENTS

E. J. SCHMIDT & CO., Succ. to Leerburger Bros.

Makers of L. B. and ESCO FLAVORS.

59 Fulton Street, New York

HEADQUARTERS FOR

Essential Oils
Synthetics and
Rare Chemicals

MUSKOL

(Ten times stronger than Musk Artificial.)

LIQ. CONC.

MOUSSE DE CHÈNE

L. A. VAN DYK

Manufacturing Chemist

110 W. 14th St.
New York

440 S. Dearborn St.
Chicago

Vanilla Beans

MEXICAN
BOURBON
SOUTH AMERICAN
TAHITI

—
OLIVE OILS
—

RICARDO GOMEZ & DIETLIN CO.

INC.

161 Maiden Lane
NEW YORK, N. Y.

PERFUMERS' MATERIALS

Natural and Synthetic Products

Sun Bleached Beeswax

High Grade Stearines

— Dept. "D" —

INNIS, SPEIDEN & CO., Inc.

Main Office, 46 CLIFF STREET, NEW YORK, Branches { Chicago
Boston
Phila.

**HOW ARE YOUR GOODS TIED ?**

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of QUALITY by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

Samples of this silk—in five different qualities—gladly sent on request.

The H. K. H. SILK COMPANY
Dept. T

Successors to M. Heminway & Sons Silk Co.
120 East 16th St. New York, N. Y.

CLASSIFIED ADVERTISEMENTS

On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. For help and situations wanted this service is free. Business opportunities, 25c. per line per insertion. Cash with order. Address all communications to

PERFUMER PUB. CO., 80 Maiden Lane, New York.

BUSINESS OPPORTUNITIES

H. EDM. WIEDEMANN—Consulting and Analytical Chemist. Specialist in the analysis of extracts, soaps, oils and toilet articles. Chemical Bldg., St. Louis, Mo.

FOR SALE—30 second-hand soap frames in good condition. The J. T. Robertson Co., 147 Richmond Ave., Syracuse, N. Y.

FOR SALE—One small Day ointment mill; one Cotton hand clamping machine; one Day hand collapsible tube filler. Lightfoot Schultz Co., Hoboken, N. J.

We are cash buyers of surplus stocks and job lots of all kinds of containers, such as jars, bottles, paper and tin boxes, etc., also finished products. Manufacturers' Surplus Syndicate, 244-246 Watkin St., Brooklyn, N. Y.

An old-established, well known, reliable manufacturing concern is looking around for a number of specialties to manufacture, job or handle on a brokerage basis. Salesmen cover a radius of 300 miles. All references considered a live wire in the community. If you have something that will go with our line we feel that it will be to your advantage to communicate with us. Western Manufacturing Co., Box 785, Spokane, Wash.

(Continued on page 66)



PUT IT
UP TO
BURT

No one is as well equipped for the manufacture of Quality Paper Boxes. A quarter of a century's effort in designing mechanical means, and in developing processes by which to produce paper boxes to the best advantage, makes Burt your logical source of supply for boxes such as used for:

Face Powder — Perfumes — Rouge — Talcum
and Boxes of a similar type.

F. N. BURT COMPANY, Ltd.

Paper Box Specialists

BUFFALO, N. Y.

REPRESENTATIVES

NEW YORK
C. M. Boscowitz, N. Y. Athletic Club

CHICAGO
L. E. Randall, 23 N. Franklin St.

PHILADELPHIA
M. E. Berkowitz, 1530 Land Title Bldg.

WHITE MINERAL JELLY

For cold cream, camphor ice, beauty cake, etc.

SELECT CREAM OIL

For cold cream. Stands tests for low acidity and carbonizable matter.

PETROLATUMS

All grades.

PURIFIED PETROLATUM OIL

Medicinal—white, odorless and tasteless.

LIQUID SOAP BASE

A cocoanut oil base for liquid soap and shampoo. Complete formula for the asking.

TAR SHAMPOO BASE

For making tar shampoo. Ask for formula.

Samples on application.

PENNSYLVANIA OIL CO.

173 N. Green Street, Chicago, Ill.

BOXES

We have originated many of the best boxes in use

among which are the popular

Snap Button Paper Boxes. Face Powder Boxes with Drum Pouches.

Face Powder Boxes with Easy Filling Non-Leaking Powder Containers.

Mirror Snap Button Paper Boxes. Boxes with Inlaid Seal Tops.

Our Finest Types of Boxes are Unsurpassed by Foreign Makes

Address Inquiries to No. 1133 Broadway, New York City.

Lorscheider-Schang Co.

INCORPORATED 1903

New York City and Rochester, N. Y.

Eyebrow Pencils
Cosmetic Rouges
Lip Sticks
Cosmetics
Nail Polishes
Pomade Rouges
Liquid Rouges

Tablet Rouges
Powder Compacts
Face Powders
Cold Creams
Mascara
Enamelin
Liquid Face Powders

We cater to the jobbing trade, furnishing private labels and packages. Send us a sample of what you want to produce and ask for quotations.

H. L. BAKER & CO.

ROCHESTER

N. Y.

TERPENELESS OILS

The Most Complete Line of
of a definite guaranteed strength

Manufactured by

**THE HOLLANDS DISTILLERY, LTD.
LONDON**

Sole American Agents

THE O. A. BROWN COMPANY, Inc.
99-101 Beekman St., New York

Write for samples and prices.

Millville Bottle Works

MILLVILLE, N. J.

Manufacturers of

**BOTTLES
PERFUMERS WARE**

OUR SPECIALTY

GEO. N. HANNA

108 Fulton St.

New York

TALCUM POWDER CONTAINERS

of
QUALITY

Attractive
Artistic
Arrangements

Standard and
Original
Shapes

Lithographically Decorated and Plain Metal
Packages of Every Description

FEDERAL TIN CO. Inc.

CHARLES AND BARRE STS.

BALTIMORE, MD.

BUSINESS OPPORTUNITIES

(Continued from page 64)

CONSULTING SOAPMAKER will furnish formulas for soap and toilet preparations and do special work at small cost. 30 years' experience. Address B. O., No. 564, care of this journal.

HELP AND SITUATIONS WANTED

SALESMAN WANTED—Old-established, progressive, essential oil house offers an unusual opportunity for a first-class representative who is willing to travel through the Middle West. Write, stating experience, salary, references, to Van Dyk & Co., 4 and 6 Platt St., New York, N. Y.

POSITION WANTED—Practical Soapmaker, with years of experience in an established firm; also had been connected with two soap factories in the Orient. Can make laundry, transparent and toilet soaps, toilet preparations, splitting of fats for glycerine by Twitchell's process. References, Address all mail to S. H. Lee, 328 Ninth St., Oakland, Cal.

WANTED—Chemist for manufacturing a complete line of Toilet Preparations and Perfumes by a growing middle western concern. A splendid opportunity for the right man. Address H. W., No. 629, care of this journal.

PROGRESSIVE and well rated extract and supply manufacturers, established over thirty years, want active salesman to sell bottlers, confectioners and ice cream manufacturers. State particulars. Address H. W., No. 630, care of this journal.

WANTED—A Master Soap Boiler, with foreign technical school training, who thoroughly understands saponification in all its branches. Give full details regarding training, experience and salary expected. Address H. W., No. 631, care of this journal.

(Continued on page 68)

WHITTAKER

ESTABLISHED 1890

FOREIGN—**TALC**—DOMESTIC

KAOLIN
ZINC OXIDE
MAGNESIA CARBONATE

SOAP POWDER
ZINC STEARATE
PREPARED CHALK

PRECIPITATED CHALK

Light, Medium, Heavy, Dense and Free Flowing

STARCH

INFUSORIAL EARTH

WHITTAKER, CLARK & DANIELS, INC.

IMPORTERS AND EXPORTERS

250 Front St.

New York

ALMOND MEAL

HOPKINS
RAJAH BRAND



(For toilet use only)

ALLOW US TO SUBMIT SAMPLES and
QUOTATIONS ☼ IT WILL BE FOUND
HIGHLY SATISFACTORY AS A
TOILET REQUISITE ☼ TRY IT

J. L. HOPKINS & COMPANY
Importing Drug Merchants :: NEW YORK

HIGH GRADE PAPER BOXES FOR EVERY PURPOSE



Floss

All Fast Colors
Dyed to Order

MIRROR COMPACT BUTTON BOXES
ANY QUANTITY

W. JOHN BUEDINGEN

One Madison Avenue
New York City

Stock
Powder Boxes

SAMPLE SET OF SIX SENT
ON RECEIPT OF 60 CENTS

DR. R. M. FROEHLICH

138 West 116th St., New York City

Manufacturing and Consulting Chemist

Organic, Inorganic Analysis, Manufacturing Processes,
Technical, Pharmaceutical Chemistry, Specialist in the
Composition of Perfumery. Cosmetic Formulas, Reproductions,
Private Brand Formulas.

SPECIAL

FRENCH BOUQUET OIL, 100%.....	lb.	\$54
HAIR TONIC OIL DE LUXE, 100%.....	"	16
ROSE OIL, 100% SPECIAL.....	"	32

(For Creams and Powders)

Collapsible Tubes of Pure Tin

Filling, Closing and
Clipping Machines



BLOOMFIELD, NEW JERSEY

FINEST ITALIAN OILS

Terpeneless, Concentrated, Soluble

R. SUBINAGHI & CO.
MILAN (ITALY)

Factories at AFFORI, near Milan, at MESSINA, Sicily,
and at VIGONE, near Torino.

SPECIALTIES:

All Italian Essential Oils, Natural & Terpeneless
GUARANTEED PURE

BERGAMOT	NEROLI BIGARADE
LEMON	PETITGRAIN
CEDRAT	PEPPERMINT (Piedmontese)
MANDARIN	LAVENDER (Alpine)
ORANGE, Sweet & Bitter	FLORENTINE ORRIS

Ask for Price List and Samples

Agents desired for the United States.

The most popular
containers for
Tooth Paste, Cold Creams,
Flavoring Extracts,
Shaving Creams,
Ointments, etc., are

SHEFFIELD

PURE TIN TUBES

REG. U. S. PAT. OFF.

SANITARY—ECONOMICAL CONVENIENT

Made of the purest tin
under careful supervision.
They reach you packed
in strong, partitioned boxes,
free from dirt and dust.

Send for Literature and Samples.

New England Collapsible Tube Co.
New London, Conn., U. S. A.

A. G. SPILKER

Sole Agent for Chicago and the Middle West
326 W. Madison St., Chicago, Ill. (Main 5156)

HELP AND SITUATIONS WANTED

(Continued from page 66)

POSITION WANTED, by practical soapmaker. Can make all kinds of laundry and milled toilet soaps, shaving soaps and creams. Address S. W., No. 561, care of this journal.

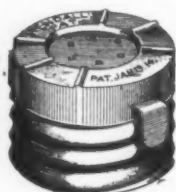
WANTED—A Chemist, as Assistant, who thoroughly understands the saponification of essential, animal and vegetable oils and fats. One with foreign training preferred. Address, with full details as to training, experience and salary desired. Address H. W., No. 632, care of this journal.

WANTED—A Salesman for a complete line of Toilet Preparations. Must be posted on the line and also acquainted with buyers of department and chain drug stores. Splendid opportunity for man who can show results. Address H. W., No. 634, care of this journal.

EXPERIENCED graduate in pharmacy, with several firms making perfumes and toilet preparations, seeks position as assistant; moderate salary. Address S. W., No. 633, care of this journal.

YOUNG MAN desires situation as advertising manager or assistant. Has had training in the perfume line. Thorough knowledge of typography, layouts, real copy. Address S. W., No. 618, care of this journal.

SALESMAN for southern territory for high-grade national line of toilet articles; must be centrally located in the South, preferably Memphis or Atlanta; excellent opportunity for the right man. Address H. W., No. 608, care of this journal.



No. 162—Self-Closing Cap.

BRASS GOODS MFG. CO.

290 Nevins St., Brooklyn, N. Y.

Designers and manufacturers of Sheet Metal Specialties—such as Caps for Talcum and Tooth-powder Cans and Jars, in Brass—Polished, Nickelplated, etc.—and other metals.

Send us a description or drawing of what you want; or a sample of what you are using and we will submit quotations.



No. 50



No. 97



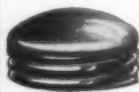
No. 123



No. 140



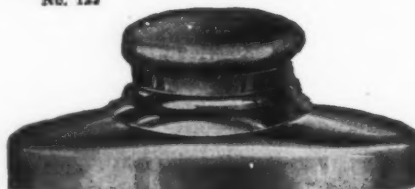
No. 72



No. 47



No. 150



No. 188 CLOSED



No. 157



No. 84

Compagnie Duval

177 WILLIAM STREET
NEW YORK

See Our Exhibit in the Bush Terminal Sales Building

Syringa

Excellent base for Lilac

Indol

They do not discolor any product.

Cassie

For Violet and Bouquets

Artificial Neroli

Comparing favorably with Neroli Petale.

Artificial Jasmin

White, very powerful and sweet.

Ambrette Substitute

Especially useful in Soap Perfumes on account of their strength and fixing qualities.

Musk Substitute

Rose Otto Artificial

(Most perfect base for Red Rose)

Soap Perfume Oils for Toilet and Household Soaps, 35c lb. up.

Samples and prices upon request.



Rouge and Powder Compacts

In Handsome Gilt Metal Boxes
A Convenient Pocket Vanity Case

Lip Sticks, Lip Rouge
In Attractive Gilt Metal Sliding Tubes

Toilet and Manicure Specialties

Neutral and Private Brands

High Grade Paper Boxes Exclusively



Wm. Buedingen & Son.

NEW YORK
WOOLWORTH BUILDING
KARL VOSS, Mgr.



ROCHESTER
33 CANAL ST.
MAIN OFFICE & WORKS

For your Fine Perfumes use WEBB'S C. P. COLOGNE SPIRITS

JAMES A. WEBB & SON

50 and 52 Stone Street

NEW YORK

INDEX TO ADVERTISEMENTS

Abonita Co., Inc.	47	Lathrop & Co., Inc., H. R.	48
Addison Litho. Co.	10	Lautier Fils	10
Alexander, A.	59 and 62	Lawson & Co., Inc., John D.	27
Allen & Sons, Ltd., Stafford	36	Lemolne Successors, Pierre	9
American Can Co.	Outside Front and 28	Levy, Maurice	28
American Mineral Co.	28	Limbert & Co., J. N.	17
Anglo-American Talc Corp.	51	Lorscheider-Schang Co., Inc., The	59
Arabol Mfg. Co.	59	Lueders & Co., George	59
Baker & Co., H. L.	65	Magnus, Mabec & Reynard, Inc.	26
Barrett & Co., M. L.	24	Manhattan Can Co.	53
Baxter Paper Box Co.	34	Mendes Co., J. D.	34
Beiser Co., Edward T.	43	Mero & Boyveau	19
Bennett & Davis	6 and 7	Metal Package Corp.	32
Berg, Ind. Alc. Co., David	32	Milville Bottle Works	32
Bertrand, Freres	Front Cover and 23	Montaland, Seve, Lefevre & Co.	17
Bond Mfg. Co.	25	Morana, Compagnie	17
Brass Goods Mfg. Co.	32, 52 and 68	Muhlethaler Co., Ltd., The	8 and 16
Brown Co., Inc., O. A.	65	Naarden, N. V., Chem. Fab.	Inside Front Cover
Buedingen, Wm. & Son	69	Naef & Co., M.	49 and 50
Buedingen, W. John	67	National Aniline & Chem. Co.	49 and 50
Burr, Edwin H.	12 and 37	New England Collapsible Tube Co.	37
Burt Co., Ltd., F. N.	64	Nulomoline Co.	48
Bush & Co., Inc., W. J.	1 and 48	Orbis Prod. Tdg. Co.	48
Carr-Lowrey Glass Co.	16	Peerless Tube Co.	4
Chirls Co., Antoine	4	Penick & Co., Inc., S. B.	4
Christoff, Christo	20	Pennsylvania Oil Co.	52
Citrus Oils Co.	52	Pharmaceutical Spec. Co.	52
Colton Co., Arthur	62	Philadelphia Textile Machy. Co.	51
Commercial Lab'y's, Inc.	51	Piedmont Co., The	51
Commonwealth Prod. Corp.	51	Plymouth Organic Laboratories	48
Consolidated Fruit Jar Co.	58	Quartin Mfg. Co.	17
Court, Bruno	17	Reusche & Co., L.	Front Cover, 22 and 54
Davies Young Soap Co.	57	Rockhill & Victor	12
Diamond State Fibre Co.	61	Roure-Bertrand Fils	63
Dietlin Co., Ricardo Gomez &	63	Rub-No-More Co.	14 and 15
Diller, Geo. K.	47	Russell & Co.	14 and 15
Douin & Jumeau	—	Ryland, H. C.	—
Dragon Paper Mfg. Co.	58	Schmid, Julius	Insert
Dupont, Justin	12	Schmidt & Co., E. J.	61
Duval, Compagnie	37	Schmitt & Co., Inc., George	61
Essential Oil Specialties Co.	60	Schmoller & Bompard	60
Evergreen Chem. Co.	60	Schuck, Eugene	60
Federal Products Co.	26	Sethness Co.	60
Federal Tin Co.	66	Smuck Co., A. D.	32
"Flora" Chemical Works	32	Sparhawk, Chas. V.	2, 8 and 58
Florasynth Laboratories, Inc.	40	Standard Specialty & Tube Co.	58
Francesconi & Co., J. C.	38b	Stanley Mfg. Co.	Insert
Fries & Fries	5	Steffens Paper Box Co.	50
Fritzsche Brothers	Inside Front Cover	Stokes Machine Co., F. J.	60
Froelich, Dr. R. M.	67	Subinagni & Co., R.	67
Garrigues Co., Chas. F.	47	Swindell Bros.	30
Gill Soap Co., Thos.	62	Synleur Scientific Laboratories	Insert
Givaudan & Co., L.	3	Thurston & Braidich	50
Goldsmith, L. M.	59	Tin Decorating Co.	31
Gomez & Sloan, Inc.	47	Tombarel Freres	48
Gross & Co., Geo. V.	41	Trade Laboratories, Inc.	60
H. K. H. Silk Co.	64	Tremari, Sucesores, Pedro	58b
Hanna, Geo. N.	Insert	Twitchell Process Co.	30
Heine & Co. N.	46	Ungerer & Co.	Inside Front and Back Covers, 21 and 34
Hercules Powder Co.	46	Union Talc Co.	44
Hollands Dis., Ltd.	66	U. S. Metal Cap & Seal Co.	12
Hopkins & Co., J. L.	67	Van Ameringen, A. L.	33 and 34
Houchin-Alken Co.	39	Van Dyk, L. A.	Insert
Hugues Aine	36	Velvaton Powder Puff Co.	Insert
Imperial Metal Mfg. Corp.	57	Whitall Tatum Co.	40
Innis, Spelden & Co.	63	White Metal Mfg. Co.	40
International Alcohol Corp.	56	Whittaker, Clark & Daniels, Inc.	50
Ising Corp., C. E.	33	Williams Co., Guy V.	50
Jarden Litho. Co., The	30	Wilson, Donald	50
Kimble Glass Co.	50	Wirz, Inc., A. H.	Outside Back Cover and 11
Kohnstamm & Co., H.	49	Woodcock Co., R. D.	—
Krause, Richard M.	Insert		

48
1
21
61
57
66
28
51
18
59
65
52
7 to
and 18
22
Cover
and 56
60
54
67
54
65
53
38
50
60
60
54
and 23
12
50
4
58
Insert
61
64
63
50
60
58
and 20
55
Insert
56
67
38
Insert
60
31
40
67
62
38
and 36
56
44
13
nd 42
60
Insert
4
41
59
54
nd 11
36